

Experience an Interactive Video Virtual Appointment

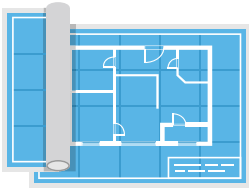
STEP 1: WHAT TO EXPECT ON YOUR VIDEO VIRTUAL TOUR APPOINTMENT

Prior to your Virtual Video Tour Appointment:



- ☐ What are you looking to accomplish during your appointment?
- ☐ Are you currently renting, own or relocating?
- ☐ What is your budget for your new home and what does that include (property taxes, insurance, estimated utilities, etc.)
- ☐ What is the your timeline to move? If renting, when does your lease end?
- ☐ Area or school district of most interest?
- ☐ Who else will be joining us on the video call?
- ☐ Are you familiar with Zoom and have you ever tried it?
- ☐ [Click here to download Zoom for FREE!](#)

STEP 2: WHAT TO EXPECT ON YOUR VIDEO VIRTUAL TOUR



- ☐ Introduction to an Allen Edwin Sales Counselor who is trained in mortgage and finance, new construction and our floor plans.
- ☐ Complete a Needs Analysis with your Sales Counselor to understand the following:
 - ☐ What are your "needs" such as bedrooms, bathrooms and additional space, etc.?
 - ☐ What are your "wants"? What is most important to you in your new home?
 - ☐ What is the best home you have identified in your search so far.
- ☐ Develop a Solution based on your budget, your needs and wants. Using our interactive floor plans, develop a home solution based on your needs and wants.
 - ☐ Develop and create a full quote including:
 - ☐ Base price
 - ☐ Desired options and features
 - ☐ Total purchase price
- ☐ Give you a detailed Comparative Market Analysis of your Allen Edwin home as compared to the market including:
 - ☐ Understand the alternatives in the market that are available to you based on your budget and desired needs.
- ☐ Outline the 14 Steps to Homeownership or review the over 90 homes quick occupancy homes available today.

STEP 3: AFTER YOUR VIDEO VIRTUAL APPOINTMENT



- ☐ Send to you a complete quote of the home and features including the included features and our "Dare to Compare"
- ☐ Send a Comparative Market Analysis using our exclusive Market Depth report and ability to identify other homes available to you in the market that meet your criteria.
- ☐ Outline the 14 Steps to Homeownership and/or the over 90 quick occupancy homes available today.
- ☐ Set up an appointment to follow up on any questions and review steps to owning a new home.