



How I Operate

Role: Buyers and Sellers Advocate

- Collaborate to achieve your best outcome.
 - Provide guidance, explaining and clarifying each step of the process for buying and/or selling.
 - Offer continuous support throughout the journey.
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Selling Process

1. Preparation
 - Work with you to prepare your home for the market.
2. Agent Selection
 - Collaboratively select an agent to market your property.
3. Marketing & Buyer Interaction
 - The agent markets your home and engages with potential buyers.
 - Focus on creating competition or understanding buyers' commitment levels through their story.
4. Agent Liaison
 - I handle communications with the chosen agent on your behalf, relieving you of this responsibility and time involvement.
5. Offer Presentation & Negotiation
 - Offers are initially presented to me by the agent verbally, negotiated in consultation with you, and then confirmed in writing, I am always there through any discussions and negotiations.
 - We discuss the offer in detail to make informed decisions.
6. Settlement Guidance
 - Support throughout the process to Settlement, providing guidance on necessary actions and requirements.



Fee Structure & Consultancy Support, Sellers Advocacy

- Full Process Engagement
 - If I handle the entire selling process, I share the agent's fee.
- Consultancy on Demand
 - If marketing is already underway and I'm brought in as a consultant, I charge my standard 'Sounding Board' fee.
 - This service is flexible, allowing you to reach out whenever needed to explore options and strategies.
- Flexible Payment
 - The initial fee is prepaid, with subsequent fees invoiced on a weekly basis.
 - This structure offers you access to support without incurring major fees.

This comprehensive plan ensures a supportive and informed experience, tailored to your specific needs, whether you require full-service advocacy or as-needed consultancy.

SOUNDING BOARD

Need a Sounding Board? Schedule a call

You want someone to listen, you've hit a snag and you need some guidance.

This is what the SOUNDING BOARD is all about.

You are able to book a time to chat with Carol, and if you need more time then it is as simple as booking another call or being invoiced.

The objective is to get your problem sorted and have you get on your way to your new home as quickly as possible.

<https://carolrobertson.com.au/schedule-a-call/>

A Sounding Board Call is \$180 including GST for 45 minutes.

If an ongoing consult is required then an alternative fee and structure may be negotiated.