



MAKING
YOUR OFFER
STAND OUT
IN A
CROWDED
SPACE





BUYING POWER CHECKLIST

HERE'S HOW TO GUARANTEE
YOURSELF A BETTER CHANCE AT
YOUR DREAM HOME



When looking at the below list you need to think about how strong of a buyer you really are. Unfortunately, when inventory levels are low, buyers will sometimes go to extreme measures to make sure their offer gets accepted and we wouldn't be doing our job if we didn't give you the same strategies that many are taking. Most sellers are not just interested in price, they are interested in who will meet their "terms" and is most likely going to make it to a closing table. The more of the above items you can check off, the greater the buying power you have and the greater the buying power you have the higher the chance that a seller will accept your offer.

- ☐ Offer Free Occupancy Post Closing
- ☐ Assume the City Inspection (If Applicable)
- ☐ Offer Extended Occupancy Post Closing (45-90 Days)
- ☐ FHA Addendum - Zero Cost to Seller (If Applicable)
- ☐ Pay Over Appraised Value (5-10% Minimum)
- ☐ Waive the Appraisal
- ☐ No Contingencies on Sale or Close
- ☐ Provide a Larger Earnest Money Deposit (3% Minimum)
- ☐ Provide a Full Lender Approval Versus Pre Approval
- ☐ Provide a Non-Refundable Earnest Money Deposit
- ☐ Provide More Money Down on Your Loan
- ☐ Conduct your Appraisal First Before Inspection
- ☐ Remove Seller Concessions
- ☐ Provide Proof of EMD and Downpayment Funds
- ☐ Write a Personal Letter to the Seller
- ☐ Shorten Your Timelines (Quick Inspection/Close)
- ☐ Offer over Asking Price
- ☐ Pay Cash
- ☐ Purchase via Conventional Financing
- ☐ Waive the Home Inspection (Not Recommended)
- ☐ Pay Seller's Transfer Taxes
- ☐ Daily Penalty For Not Closing on Time



Coaching Programs



► Elite Coaching: \$1,500/Month

Learn leadership, models, systems, and operations to get to the next level for both Rainmaker and Lead Admin by taking a “team” approach to coaching by having not one, but two coaches committed to your growth.

► 1-1 Coaching: \$1,000/Month

Learn the models, systems and skills it takes to become a Mega Agent or Mega Leader through our most popular coaching program designed to fit your needs and goals with a hand-selected Glover U coach.

► 1-1 Operations Coaching: \$1,000/Month

Learn the ins and outs of running a successful Operation from Jeff Glover & Associates Operations Managers, Taylor Kerrigan & Taylor Cornfield. This is 1-1 individualized coaching focuses on processes and procedures for your business to maximum growth in an efficient manner.

► Listing Mastery with Jeff Glover: \$399/Month

In this group coaching program, learn to become a listing master from the master himself! Jeff will share everything he and his team do to average 75 listings taken a month even in this listing scare economy.

► Business & Leadership Mastery Coaching with Matt Sutter: \$399/Month

This group course taught by Matt Sutter, who is our head Leadership and Business coach, teaches a blend of Jeff and Matt's nearly 40 years of experience in leadership, much of it being related to leading over 15 different multi-million dollar revenue companies.

► Buyer Mastery with Jolynne Mercieca: \$399/month

This group course is designed and written by our top Buyer Agent on the team who closes 50+ transactions a year utilizing all of our buyer methods for success.

► Prospecting Bootcamp with Justin Ford: \$299/Month

Get coached by top Prospecting Agent and former Inside Sales Manager of JGA, Justin Ford to learn how to generate seller leads in a small group setting - without spending a dime on marketing.



"Since joining Glover U My business has gone up exponentially. As part of the coaching program I joined, I've gained the tools necessary to run a real estate company. This is one of the best decisions I've ever made for my business." - Jessica Spencer

For more Information or to sign up: www.gloveru.com

BUYER *Mastery* COACHING



WHAT YOU'LL LEARN

This group course is designed and written by our top Buyer Agent on the team who closes 50+ transactions a year utilizing all of our buyer methods for success.

WHO IT'S FOR

This program is great for a lead buyers agent, any agent looking to work with more buyers, or any agent who just needs to improve their efficiency with buyers in today's challenging market.

COMMITMENT

\$399 a month for 4 months.

- 45 minute group coaching calls on a video conference call **weekly for 15 sessions** with time for Q&A
- Small group setting to provide maximum **value + interaction** with all members
- **½ off registration fee** to our annual Winter Summit and annual Summer Retreat
- **Free** access to local Glover U events
- How to convert buyer leads and identify **who** is a buyer lead you want to work with
- How to design and execute a **strong** buyer's consultation
- How to create your own buyer **value** proposition
- How to **create and present** and use a buying power checklist to get more offers accepted
- Glover U **Business Planner** with Business Plan included
- How to set **clear** expectations and walk clients through a smooth transaction
- How to utilize and **leverage** a showing agent and when to do so
- How to generate more **referrals** because of your service
- How to deliver **Unreal** customer service through every step of the transaction
- How to design and present offers to **increase** chances of being accepted
- How to properly identify **motivation** and re-engage buyers who are not finding their dream home
- Understanding and working with **affiliate** partners

VISIT WWW.GLOVERU.COM
FOR MORE INFORMATION!