



# Paperless Preparation Meeting with a Buyer

A guide to paperless Real Estate by ViMO

When contacted by a buyer, create a client profile and record all known information.



ViMO allows you to import your iPad contacts and create client profiles.



Enquire about the client's budget, desired location, and home features.



If you are on the go, ViMO gives you access to demographics and neighbourhood statistics right from your iPad!

Ensure their budget allows for the desired home by researching their ideal neighbourhood(s).



If you are at the office, you can use **GeoWarehouse** for in-depth research.



With ViMO, you can generate a property report and send it to your client, fast and on the go!

Select a property to show them on the market that suits what they are looking for.

ViMO forms auto-populate with yours and your client's information, and are integrated with Document Signing software!

Upon meeting with the client, use your iPad to fill and sign the *Buyer Representation Agreement*.



Be ready to answer your client's questions at any moment, even as you are driving through their desired neighbourhood!



Your ViMO iPad app has layers, that display the average price, turnover rate, and growth rate of any area.



If the client points out a home they like while driving by, instantly show them the price, and other property details.

ViMO's augmented reality feature allows you to take a photo of any home, and property details will instantly appear.

Show your client important features of their desired neighbourhood, such as nearby schools, age of residents, etc.



ViMO contains information on any area, including nearby schools, age of residents, average income, education, and more.

By researching comparable sales in the area, determine if the property is above, below, or at market value.



While viewing a potential property, take photos with your iPad of what the client does & doesn't like about the home.



ViMO allows you to view in-depth reports on comparable properties in order to justify the price of a home.

If the client wants to make an offer on the home, use comparables to suggest a price & predict whether there may be a bidding war.

ViMO stores your client's info and reminds you of important dates such as their Birthday, and the anniversary of the day they closed on their home.



After closing, store the client's information and keep in touch with them in order to gain more business through their referral.



ViMO is an app for iPad that will change the way you do real estate. With ViMO you have the ability to generate presentation and properties reports on-the-go, obtain relevant information at the tap of a button, and go paperless! Technology moves fast, why not evolve your business with it?

VIP EXPERIENCE GONE MOBILE!

To learn more, visit [www.myvimo.ca](http://www.myvimo.ca)