

How To Gain 3 To 6 More Sales Each Year

How To Sell Existing Houses

How many hours a year do you spend showing people houses they aren't interested in? If you saved that time, how many more customers could you help each year? Our software helps you quickly qualify your customer's interests. This helps you avoid showing them houses that won't interest them. Our CD-ROM has 2,300 house plans and 65 powerful search criteria. Using our CD-ROM, your customers can quickly show you examples of homes they like.

Our software lets your customers prioritize their interests. Because of this, their favorite homes will likely be the first homes they are shown. They can also put bookmarks on their favorite homes. You can save your customer's criteria and bookmarks. When other homes come on the market, you can compare them to the criteria and pictures you saved for your customer. This helps you determine if a house suits their interests.

How To Sell Land

Sometimes, a customer loves a certain lot, but can't visualize what type of home would fit on the lot. You may close a sale by showing the customer homes that can be built on the land. You can easily find houses that will fit on a lot by using our software to search on the lot's dimensions. Our software can also base searches on subdivision covenants (such as main floor square footage).

How To Sell New Construction

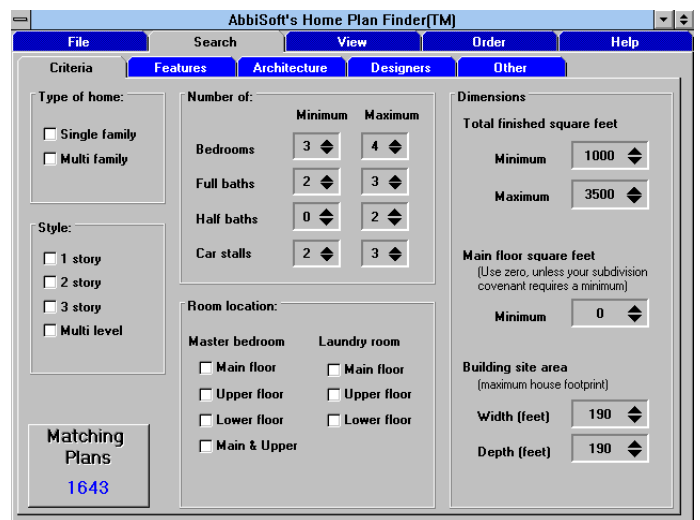
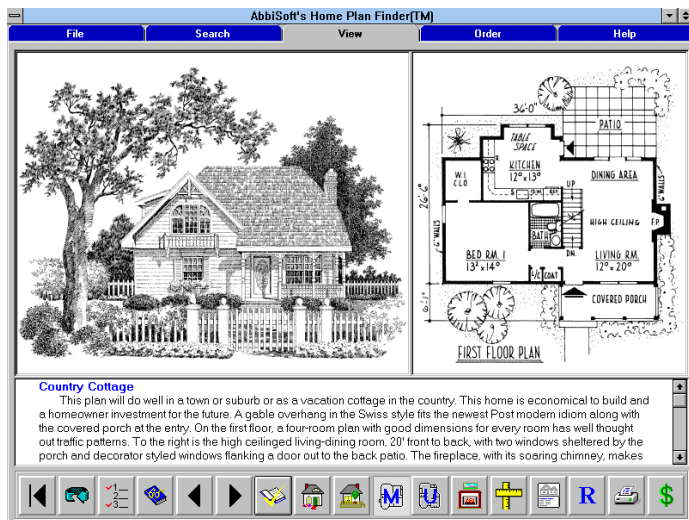
You can't sell new construction unless you find a plan that meets your client's needs. Your clients can be more confident with their decision because our software searches 2,300 plans from 12 leading design firms. Many of these plans are not found on other CD-ROMs. The 65 powerful search criteria help you quickly find plans. You can even prioritize your client's needs and their favorite homes will likely be the first homes you are shown. You can print feature sheets for homes and share them with your customers. Blueprints can be purchased for any of these homes.

How To Attract New Customers

Our software has a spectacular feature called the "Tour of Homes Slide Show". This multi-media presentation shows various homes while acoustical guitar music is played. This is a great way to attract attention at public events such as open houses and home shows. Sometimes the best way to gain a new customer is to show them your knowledge. Imagine how they'll feel when you find houses they like in a matter of minutes. Who knows, maybe you'll pick up a new construction sale while you're demonstrating the software.

How To Create Effective Sales Presentations

Our software prints documents that help your customers. For example, the document called Your Worst Mistake teaches your customers how to shop for a home. In addition, you can print feature sheets for any of the 2,300 homes. Plus, it's easy to create multi-media presentations using our software. The on-line help even provides valuable information to help Realtors®, builders, developers, and designers market their services.



To order call **800-345-HOME** (800-345-4663) only \$39.95 plus shipping (Visa or Mastercard accepted)
Money Back Guarantee (if not satisfied return CD-ROM within 30 days for a full refund excluding shipping, guarantee good on CD-ROMs ordered directly from AbbiSoft, Inc.) **Distributor inquiries welcomed** (call 309/662-0901)