

Realtor and Buyer Flow Chart



YOU introduce the buyer to
The Lux Team

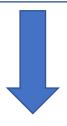
You are Ready to Show Properties



YOU - Execute Contract



YOU – close transaction and gain referrals







The Lux Team – Prepares renders options to the client & You

- Pre-Approved
- Credit Repair or Future Action needed
- Denied Future Prospect



The Lux Team -

- Provides Weekly call to YOU/buyer. Keeping documents fresh always searching for referrals.
- The Lux Team Prepares Drip Campaign to continue promoting You
- The Lux Team Provides support to manage expectation
- The Lux Team Provides listing support and marketing YOU, searching for referrals.

Executed Contract

- Send initial Disclosures / Process and Closes based on agreed timeline
- When loan closes a Welcome Gesture on behalf of YOU to the new home buyer.
- Adds Marketing campaign for promoting YOU for referrals

The Lux Team – continues supporting YOU

- Listing Booster
- Flyers
- Promotion / Open House
- Recommendations from our internal relocation program



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| DAY | DAY | Concept | Line # | Comments |
|-----|-----|-------------------------------------|-----------|--------------------------------------|
| 0 | | EFFECTIVE DATE | 48 | RECEIPT DATE AFTER LAST PARTY SIGNED |
| 0 | | Ask for Seller's Disc, Condo App | 238 | Immediately |
| 3 | | 1 st Escrow Deposit Due | 29 | Default, 3 days After Effective Date |
| 3 | | Apply for Mortgage | 91 | Default, 3 days After Effective Date |
| 3 | | Apply for Association | Rider | Default, 3 days After Effective Date |
| | | Provide contract to Title Co | 145 | Send it immediately |
| 10 | | 2cd Escrow Deposit | 35 | Set to 10 Days After effective date |
| 10 | | Inspection Period | 249 | Set to 10 Days After effective date |
| 21 | | Loan Approval Date | 87 | Set to 21 days AFTER effective date |
| 25 | | Title Evidence Deadline | 145 | Default is 5 days Prior to Closing |
| 25 | | Survey Obtained | 170 | Default is 5 days Prior to Closing |
| 27 | | CFPB Disclosure Out | | Default is 3 days Prior to Closing |
| 28 | | Association Approved | Rider | |
| 29 | | Clear to Close | | |
| 29 | | Walkthrough Inspection | 263 | Do it: protect your license |
| 30 | | Closing Date | 52 | |