

You are never the bearer of “BAD NEWS” – You are the messenger of “REAL NEWS”

Prospective tenant registration	Dear Owner, Just a quick call to inform you that we have just received a confirmation email that a tenant has registered in to view the property this weekend.
Properties leased since last update	Dear Owner, Just letting you know that we have leased 12 properties since I last spoke to you on Monday. Unfortunately your property was not one of them.
Future inspections	Dear Owner, we have an open house inspection scheduled for this weekend.
Property photos	Dear Owner, I have just taken a new set of photos for the property which will be displayed on the advertisement shortly.
Feature listing	Dear Owner, do you want a feature listing for your property on www.realestate.com.au . I have attached a feature listing flyer for your perusal.
Application	Dear Owner, we have just received an application on your property. I will be in contact with you after it has completed processing.
Previous inspection	Dear Owner, we have just had an open house inspection at your property. 2 prospective tenants through the property, unfortunately no one took applications.
Property promotion	Dear Owner, Would you like us to place a sign at your property?
Close to being vacant	Dear Owner, We have 7 days until your property is vacant. We need to set the “next” price for the property now to reduce vacancy.
Comparative properties listings	Dear Owner, There is 7 properties on our listings that are similar to yours. I will send them through to you, please let me know your feedback.
Owner – what would you like me to do	Dear Owner, please let me know if you have any requests on what you would like me to do to lease your property.
Negotiable on rent/price brackets	Dear Owner, Did you know that a prospective tenant doesn't think that the rent is negotiable. Of all properties that are on the vacancy list, 99% of rental properties lease at Full Price.
Inspection feedback	Dear Owner, just a quick call to present the feedback that I have received from the previous inspection at the property?
Advertisement offer – 1 weeks free rent	Dear Owner, would you consider offering 1 weeks free rent?
Inspections for the weekend – overall attendees – but none went to your property	Dear Owner, over the weekend we had 172 prospective tenants view our 110 rental properties. Unfortunately none of the 172 prospective tenants viewed your property.
Friday – Saturday open house attendees	Dear Owner, we have the open house scheduled for your rental property tomorrow, 4 people have registered. I will be in contact with you to let you know how it goes.
Next Price	Dear Owner, we need to set the “next” price to obtain a tenant and reduce your loss of rent

Quick Chats build positive income into the Owners Emotional Bank Account.

Positive Income = Owners Trust

Updates are to ensure “we rent the property” as fast as we can, to minimise vacancy = loss of rent