



PIONEERING IN THE PROPERTY INDUSTRY



A SUCCESSFUL ESTATE AGENT IS A PIONEER AND YOU KNOW THAT PIONEERS MAKE THE RULES THAT THE REST FOLLOW.

The right leader enjoys the trust of their clients because they think beyond just the sale. They consider the life their clients will live in their house every day and how to make that life as cost-effective as possible for the client.



1. SELL HOMES THAT INVEST IN THEIR OWNERS

Educate your clients about the value of investing in smart living, using fewer natural resources so they can have more money in their pocket.



2. SMARTHOMING: SIMPLE WAYS TO START SAVING

This investment starts with smarthoming – no-cost practices that put more money in your clients' bank accounts.

3. HOW CAN YOUR CLIENTS GET STARTED?

Changes that include taking shorter showers, installing low-flow shower heads and eco-friendly light bulbs can go a long towards reducing you clients' utility bills and increasing their savings.



THEY WILL ALSO BE SAVING THE PLANET IN THE PROCESS.



4. ENCOURAGE YOUR CLIENTS TO INVEST A LITTLE TO SAVE A LOT

As a leader, you can coach your clients to achieve their SMARTHOME black belts by fitting technologies that will invest back into them.

These include things like solar heaters instead of geysers, insulation in the roof and double-glazed windows, which can all become huge savers.



With your advice your clients will see that full SMARTHOME fitting pays back in lower rates in the long-term, leaving them with more money for other things.

THIS WILL MAKE THE AGENT A HERO TO THEIR CLIENTS.



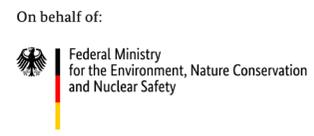
5. GET READY TO UPGRADE YOUR LIFE!

SMARTHOMES eventually pay you back! With more and more people going green, who better than a pioneering agent to help clients save money and the planet by consuming less and creating wealth for all.

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