



# 5 Tips to Guarantee You Close Your Next Showing

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GUIDEBOOK



**Rental Beast**



Rental **Beast**

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As an agent, you know how important showings are for your clients. This can be a make or break moment to close the deal. You always want to make a good impression while simultaneously making sure your clients get all the information they need. The real estate industry experts at Rental Beast get it and we've got you covered! We've compiled a list of helpful tips to guarantee your client signs the lease and you get paid.

1

**View three to four listings during the showing instead of just the one they inquired about. Establish yourself as an area expert by giving your client similar options nearby.**

2

**Before the showing, make sure to call the Landlord to confirm the scheduled time, any listing details, and how you will be entering the unit. Don't forget to also confirm with your client!**

3

**Make sure you obtain either the buyer/tenant agreement form or broker fee agreement form signed in writing before the first showing.**

4

**Encourage your client to act immediately if they like it! Entice them to fill out the application in front of you or at the end of showing.**

5

**Generate a buzz around your client to the Landlord and a lot of excitement to the client about the listing!**

Want to learn more about how to effectively master your showings? Rental Beast University is here to help you! The above tips were pulled directly from our most popular resource How To: Showings Mechanics. Our real estate experts are committed to developing and teaching classes designed to make agents more successful. In fact, 70% of agents taking this class close a deal while still taking the course!

Rental Beast is dedicated to simplifying the rental real estate market with a digital platform designed to empower brokers and agents with powerful productivity tools, comprehensive educational programs, and a database of over 6 million nationwide rental listings not found on the MLS—never worry about co-brokers again! Grow your book of business, enhance your sphere of influence, and nurture a pipeline of future homebuyers while staying on top of your rental business and focusing on high margin leasing commissions. Start making more money with Rental Beast and get your piece of the \$12 billion in leasing commissions today.

We're ready when you are. Join Rental Beast today and take the next step in your real estate education.

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