

Step Three

Step Four

Step Two

Step One

For Sale By Owner  
UNIVERSITY  
ROADMAP

Step One

Step Two

Step Three

Step Four

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|---|--|--|--|
| <input type="checkbox"/> Watch Intro Video                            | <input type="checkbox"/> Watch Presentation                      | <input type="checkbox"/> Manage Modification & Repair Projects | <input type="checkbox"/> Install Yard Sign + QR Code (We provide in Upgrade Package) |
| <input type="checkbox"/> Watch Getting Organized for action           | <input type="checkbox"/> Determine Listing Timeframe             | <input type="checkbox"/> Evaluate listing timeframe            | <input type="checkbox"/> List Property + Promote                                     |
| <input type="checkbox"/> Do Action Steps                              | <input type="checkbox"/> Do Action Steps                         | <input type="checkbox"/> Watch Pricing - CMA                   | <input type="checkbox"/> Use 5 Star Follow Up  |
| <input type="checkbox"/> Watch Preparation                            | <input type="checkbox"/> Review/Download Attached PDF's          | <input type="checkbox"/> Determine list price                  | <input type="checkbox"/> Watch How To Negotiate Like a Pro (Bonus Video)             |
| <input type="checkbox"/> Go through whole home evaluation             | <input type="checkbox"/> Watch Flyer - Description (Bonus Video) | <input type="checkbox"/> Do Action Steps                       | <input type="checkbox"/> Watch PayDay!   |
| <input type="checkbox"/> Do Action Steps                              | <input type="checkbox"/> Download Flyer Template                 | <input type="checkbox"/> Download/Review Attached PDF's        | <input type="checkbox"/> Obtain and fill out Seller Disclosure                       |
| <input type="checkbox"/> Review/Download Attached PDF's               | <input type="checkbox"/> Write Description in Google Drive       | <input type="checkbox"/> Watch Promoting                       | <input type="checkbox"/> Do Action Steps   |
| <input type="checkbox"/> Watch Planning Your Transition (Bonus Video) |  | <input type="checkbox"/> Review attached PDF's                 | <input type="checkbox"/> CLOSE & CELEBRATE!  |
|   |  | <input type="checkbox"/> Do Action Steps                       |  |