

# Vendor Advocate Information

The right thing to do, is to give you as much information about what we do.

We're passionate about Property. And, we're advocating for a memorable way of selling your property the right way.

We also advocate for upfront, transparent information - to ensure the sale of your property is as smooth as possible.

If you have any questions, we welcome them with open trunks.



# Details

## What is Vendor Advocacy?



### Why do Vendor Advocates exist?

When selling your property, you want to achieve the best price with the least amount of headaches. Most people will only sell one or two properties in their lifetime and fail to achieve an optimum sale price, due to poor advice or pressure from their selling agent.

A Vendor Advocate will provide independent advice when you sell your property and ensure that you are getting the most out of your sale.

### What is Vendor advocacy?

Vendor advocacy or selling advisory, is essentially engaging an independent professional to help you make informed decisions, when selling a property.

We assess your situation and find and manage the agent that is best suited to your needs as well as provide unbiased and strategic advice on the best time to sell, the most effective method of sale, advertising and the negotiation process.

### Who we work with

Elephant Advisory works closely with multiple industry professionals to ensure the sale of your property is as seamless and stress free as possible.

Apart from the obvious real estate agents that we work with, other key businesses that are crucial to a smooth property purchase include mortgage brokers, conveyancers and building inspectors. We work closely with each one and liaise with them directly to reduce the hassle and stress of organising these services your self.

We have preferred partners that we work with, but there is no obligation to use our partners. Our clients are in full control as to who they appoint along the process and are the underlining decision maker.



### Did you know?

Something as simple as a nice new paint job may add five per cent or so to a sale price.



# Details

## Benefits to using Vendor Advocacy?



### Why you should use a Vendor Advocate for your sale

Using an experienced Vendor advocate can make a significant difference to your property sale. They can help with:

#### **Real estate agents.**

Finding the right agent for your property can be hard. We thoroughly assess agents, so we can make an informed decision together on who the right agent is, along with the best marketing strategy and campaign for your property. Having the right agent could mean a 5-10% higher sale price.

#### **Reduced Stress.**

Selling a property can be stressful. We take care of the heavy lifting, making it a less stressful experience for you. If there is less stress on you, you will be more focused when it comes to decision time and we can work through the process together from a much calmer space.

#### **Knowledge.**

We understand that selling a property might be something you do once or twice a lifetime. So how can you expect to make an educated decision if it's not something you do day-to-day. Property is something we do every day, having us on your side, will provide you with necessary knowledge to make an informed decision.

#### **Time.**

You might not have the time to interview agents, show them through the property or you might even be overseas. The time a listing is on the market is another major factor, and without a strategy this could mean the property stays on the market and becomes stale, which could be the worst thing to happen.

#### **Sales commission.**

Negotiating the sales commission can be as hard as finding an agent. There are also many ways we can structure the commission to make sure you are getting the best deal. These structures will push the agent which could mean thousands of dollars in your back pocket.

### Who can use a Vendor Advocate?

Anyone that is seeking quality advice and assistance on a property sale whether they are an owner occupier, investor or developer, can use and will benefit from appointing a Vendor Advocate.

## How do we get paid?

So how do you get paid as a Vendor Advocate?

You get our service at no extra charge.

#### **How is this possible?**

As a Vendor advocate we charge the Selling Agent a percentage fee based on the sale price of your property, which comes out of their commission when the sale is made.

#### **Did you know?**

There is over 14,000 real estate agents in Victoria alone, and over 65,000 in Australia. So how would you go about choosing the right one?



# Contact Us

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**It's the most stress-free way for you to sell your property!**

**It really is the smart way to sell- with no upfront costs, just  
upfront advice and the attentiveness you deserve.**

**Contact us for a no obligation  
consultation today**

