

„DEAL 4“ PRESENTATION

prepared for employees of ExxonMobil BSC Czechia s.r.o. and BSC Social Club members,
by

Project Team | THE RE/MAX COLLECTION CZ

December 1st, 2015



Consulting Services | Luxury Properties

„DEAL 4“ by RE/MAX PRESENTATION

DREAM-HOME concept with support of RE/MAX services:

- Your story 😊
- What we can offer to you 😊
- What we want for it 😊
- We are playing at win – win! 😊



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About the RE/MAX ...



RE/MAX AROUND THE WORLD

Q3 | August 2014

STATS



- established at **1973, USA** (Denver, Colorado)
- **95** countries
- **6 567** branches
- **97 647** agents



Residential Properties | Retail Market Segment



Commercial Properties | Corporate Market Segment

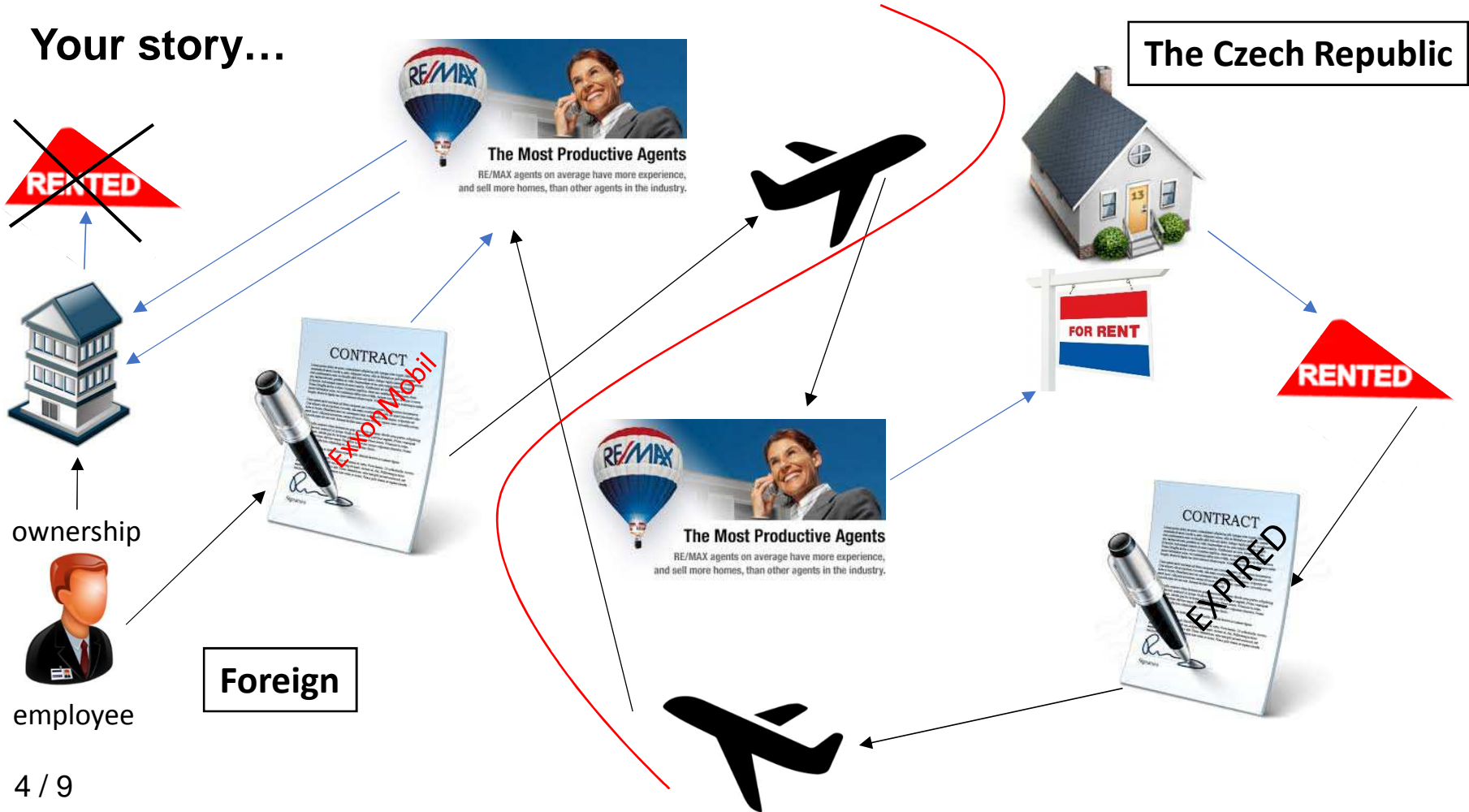


Luxury Properties | TOP Market Segment



- **Services:** consulting | brokerage | financial
- **Residential property:** flat | house | plot
- **Residential transactions:** proposal | demand | letting | selling | buying | representation

Your story...



What we can offer to you ...

PRODUCT LINE „BASIC“	PRODUCT LINE „ADDITIONAL“	PRODUCT LINE „BENEFIT“
Want to sell	Financial advisory services	Insurance
Want to buy	Analytical services	Security door
Want to rent	Representing services	Bathroom utilities/goods
Want to let	Consulting services	Kitchen equipment
	Investment consulting	New furniture
		Heating
		Moving services
		Reconstruction

Our special offer just for you ...



PRODUCT LINE „BASIC“	GUARANTEED COSTS (in CZK + VAT)	STANDARD FEE (in CZK + VAT)	COMMENT
Want to sell	agent fee 3,25% from transaction price	5% from transaction price	min. agent fee is 50.000,-CZK + VAT/trans.
Want to buy*	agent fee 3,25% from transaction price (valid only for external listings, if RE/MAX listed -> free of charge)	5% from transaction price (valid only for external listings, if RE/MAX listed -> free of charge)	min. agent fee is 50.000,-CZK + VAT/trans. (valid only for external listings, if RE/MAX listed -> free of charge)
Want to rent	free of charge	1 month fee	<i>Market standard is 3 monthly fees: (1) agency commission, (2) deposit, (3) rent</i>
Want to let	agent fee 15% from annual rental fee	18% from annual rental fee	<i>3% discount</i>

* Want to buy (notes):

- (a) RE/MAX or Cooperating real Estate Company published property – free of charge to a buyer
- (b) „**Dream-home**“ concept – property found by RE/MAX Consultant according to your needs and wishes (potentially listed by any other agency) will be subject to 3.25% fee from transaction price

Additional services ...

PRODUCT LINE „ADDITIONAL“	COSTS (in CZK + VAT)	PRODUCT LINE „BENEFIT“	Partner benefit (in %) *
Financial services	free of charge	Insurance	Česká pojišťovna a.s. 30%
Analytical services	Individually per project/opportunity	Security door	Next s.r.o. 30%
Representing services	Individually per project/opportunity	Bathroom utilities/goods	PTÁČEK velkoobchod, a.s. 20%
Consulting services	Individually per project/opportunity	Kitchen equipment	INADES, SE 25%
Investment consulting	Individually per project/opportunity	New furniture	Woodface s.r.o., Love Home 25%
		Heating	BV TOP s.r.o. 10%
		Moving services	Stěhování Podrazil 15%
		Reconstruction	in progress

* valid in October 2015 (example)

We are playing at win – win!

- ✓ **One** single point of **contact** -> THE RE/MAX COLLECTION PROJECT MANAGEMENT
- ✓ **One contract** with clear & fair business conditions
- ✓ **One** (or Two - Foreign & Domestic) Personal **RE/MAX Agent**
- ✓ **The best quality & Full service** is RE/MAX standard
- ✓ **Total customer satisfaction** -> RE/MAX achieve permanently > 99,5%
- ✓ **Customer requirements** understanding & English communication



DREAM-HOME concept:

- Check the web site: <http://www.remax-czech.cz/en/>
- Contact The RE/MAX Collection agent:
 - platinum@re-max.cz
 - +420 270 002 240 or +420 602 278 685
- Give them the password: „**Social Club DEAL**“
- Enjoy the service and let us know your [feedback](#) 😊



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Q & A



Be happy with RE/MAX!

Your Project Team | THE RE/MAX COLLECTION CZ

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