**Showing Checklist for Co-Living Homes**

**Pre Showing Checklist:**

* Get there 15 minutes early. Turn on lights and wipe up organize if necessary.
* Be discreet about disturbing neighbors.

**In Person Showing Checklist:**

**Discovery Portion:**

* *What is important to you in a housing situation? What are you looking for? How do you spend most of your time? What is a day in your life like?*

**Vision Portion:**

* Story of Life Door Rentals founding.
  + Sam bought his first home in Charlotte, NC 9 years ago as a single man and quickly realized that it was too quiet in the home. He grew up with 8 brothers and sisters so he started renting out each room to positive people. It started to grow and now almost 100 people live in our company across Charlotte.
* Share the vision of the company.
  + Positive / UpLifting / Encouraging people living together.
* Clean Homes is our priority
  + Everyone pitches in with SWAT
* What we aren’t.
  + No drugs, no parties, no loud music. – Quiet/Working professionals is what we are doing.

**Features and Benefits Portion:**

* Quiet Hours (after 10pm weekdays – after 11pm weekends)
* Visitor Policy.
* All Utilities are included:
  + We always put the highest speed internet with the best routers in each house.
  + Lawn Care
  + Furnished common areas.
  + Keyless entry.
  + On site laundry for free.

**Sales Portion:**

* We do have a few people interested and it is first come first serve. *What do you think? And would you like to take the room?*
* *This week we are offering a \_\_\_\_\_\_\_\_\_\_ incentive/gift for people who commit (if there is one) but this is only good if you reserve this week.*
* Background check and deposit will take the room off the market.