

DOWNLOADS



Tips on running a Live Viewing



Property
Finder

HUB

TIPS ON RUNNING A LIVE VIEWING

Use this handy guidelines to help you run a Live Viewing.

CHECKLIST

DOs

- ✓ Arrive at the property at least 15 minutes before the Live Viewing, to get set up
- ✓ Make sure the property is clean and well-presented before starting the Live Viewing
- ✓ Check your internet connect, or join the property's wifi
- ✓ Introduce yourself and the property at the start of the Live Viewing
- ✓ Read the comments from the viewers and answer them out-loud during the Live Viewing

DONT's

- ✗ Don't close the Lead Tracker app, or answer Whatsapp (or other) messages, while on your Live Viewing (it will end the viewing!)
- ✗ Don't do your viewing at night - natural lighting will make your property look best
- ✗ Don't leave windows or doors open if your property is near a noisy road or construction site
- ✗ Don't leave your shoes on if they make a loud sound as you walk
- ✗ Don't point the camera downwards - keep it pointed out directly in front of you



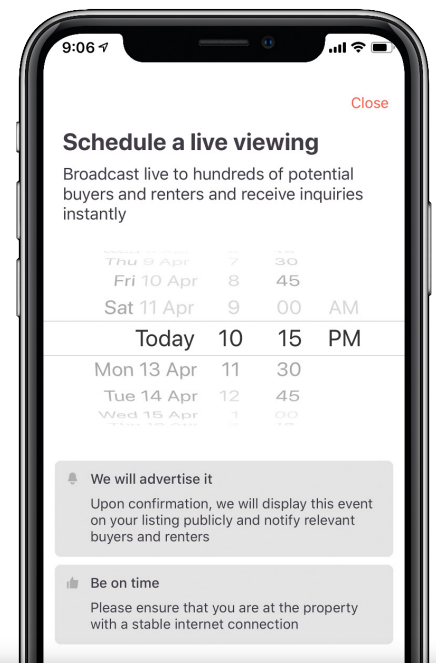
Download the Lead Tracker App



HOW TO RUN A LIVE VIEWING

○ SCHEDULING

1. Schedule your Live Viewing **several days in advance**, to ensure maximum exposure and **give your potential clients time to sign up**.
2. Think about the best day and time to schedule your viewings. Based on our data - **Saturdays are a great day to schedule live viewings, as are Sunday and Monday**. We also recommend running your viewing between 9am and 6pm.
3. Scheduling Live Viewings in the evening can be risky - if the property doesn't have electricity, your viewers won't be able to see it. Also, **natural light will make your property look more attractive**.



○ PREPARING THE PROPERTY

1. Arrive at the property **at least 15 minutes before you're due to go live**, and make sure you're dressed appropriately for the viewing.
2. Make sure you **have a good internet connection** or join the property's WIFI if you can.
3. **Make sure the property is clean and well presented**.
4. If the property has wooden floors, you may want to consider taking your shoes off to **reduce noise during the Live Viewing**

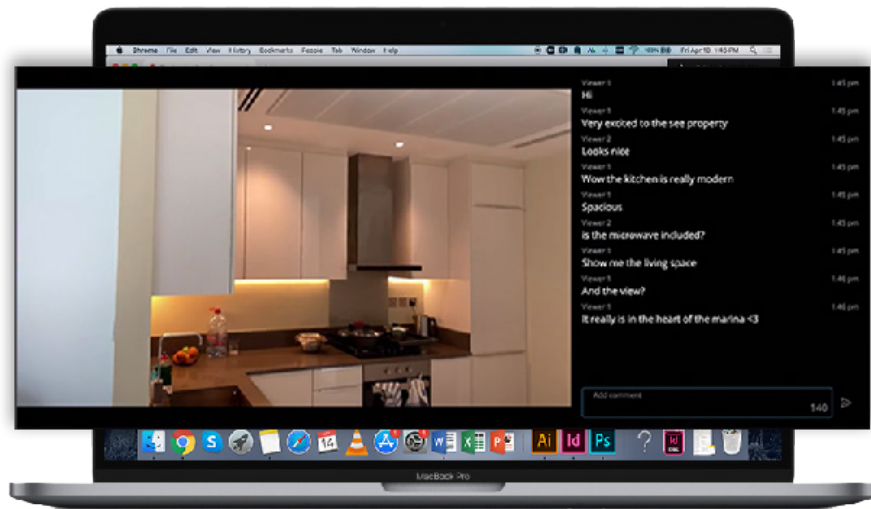
○ GOING LIVE

1. **Give your viewers a few minutes to join before starting the Live Viewing**. We recommend starting the viewing 2-3 minutes after the scheduled time. **You'll be able to see how many people are waiting**.
2. Once you are live, **ask your viewers if they can see and hear you, and read the comments for feedback**.
3. **Make sure you keep the Live Viewing window in Lead Tracker open at all times** until the end of the Live Viewing



○ RUNNING THE LIVE VIEWING

1. We recommend your Live Viewing lasts between 15 and 25 minutes.
2. First, **introduce yourself**
3. Then, **introduce the property**
4. Walk around the property slowly, **giving your viewers time to take in its features**
5. **Viewers may ask questions in the comments, so take the time to read and answer them.** Every viewer is a potential client.
6. **End the viewing with a human touch** by saying farewell and giving any other relevant details



○ AFTER THE LIVE VIEWING

1. Once the live viewing has ended, **viewers will be asked if they are interested in the property and can then submit their details to you (this will come through as an Email Lead)**
2. We will also **send a recording of the Live Viewing to you plus a copy of the comments** that appeared during the live viewing.

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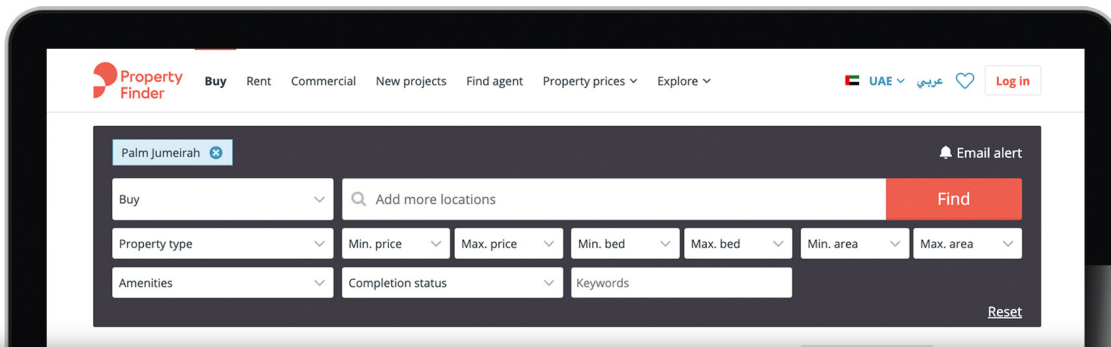


Property
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LIVE (🔊)
VIEWINGS



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