



At Independent Real Estate Consulting we recognised the need for independent help, expert advice and guidance, on real estate matters specifically for home sellers and consumers.

We had witnessed first hand people's confusion in their dealings in real estate; that confusion almost always included real estate agent's fees and commissions, as well as the pressures of selling their house or selling their property. Who to listen to, who not to listen to, when selling is probably the first and most common thought.

Unfortunately the majority of real estate consumers who want to sell a property end up half way through the process and then wish they had given a little more thought to what they were doing, who they were hiring etc etc, instead of taking a planned approach from the start to identify who the best candidates are, and especially who, will maximise the result for them.

At Independent Real Estate Consulting we not only offer help, expert advice and guidance from an independent position, we also offer benefits. We'll show you how to pay less in real estate fees and commissions.

[1. How to pay less in real estate fees and commissions](#)

Independent Real Estate Consulting can provide you with a list of important, hard hitting, questions for you to use in your initial meetings with the agents. These questions alone will save you several hundreds, maybe even thousands of dollars.

[2. How to pay less in real estate fees/commissions](#)

Independent Real Estate Consulting will show you how to pay less in real estate fees/commissions by using a little known referral system that has been operational within the industry for well over 20 years. This referral system alone will save you several hundreds, maybe even thousands of dollars over and above any deal you have negotiated directly with the agent.

[What's a referral?](#)

Referrals have been happening within the real estate industry for well over 20 years! Consumers however were never made aware that they were involved in a referral process.

This is how a referral works.... Say you're looking at moving to another area, in the initial process you come across an agent who asks a few basic questions and determines that you need to sell your existing home to enable you to buy. The agent offers to contact a 'colleague' in your area who will look after things for you. You've just been referred!

When your property is sold the referring agent is paid a referral fee and you are none the wiser. Real Estate Agents love the referral system; it helps them sit in front of genuine sellers.

Whether you are moving out of the area or just moving next door, agents love referrals and are happy to pay for them.

Independent Real Estate Consulting has the benefit of being part of the referral system, an Australian wide system, and now you can benefit from it as well! Here's how;

Step 1

(A) You advise Independent Real Estate Consulting if you have a particular agent or agents that you plan on contacting to organise an market opinion, or

(B) You advise Independent Real Estate Consulting that you do not have a preferred agent and would like us to conduct independent research for you and recommend which real estate agent/s we think you should consider.

Step 2

Independent Real Estate Consulting will utilise the referral system within the real estate industry and refer you to the agent/s you have selected or those we have suggested, or perhaps a combination of both. Those agent/s will then contact you to organise a time to meet with you, appraise your home, discuss what they will do for you and also their fees and charges.

Step 3

You interview the agent/s and decide which one you feel comfortable with, which one you feel will get you the best result.

You then appoint them as agents to sell your property.

Remember: We can provide some important, hard hitting questions, that you can ask during the meeting you have which will help you decide who will be better for you.

Step 4

When your property is sold simply let us know, we'll confirm the details with your agent and organise the commission saving.



It's important to note that the choice of agent is always yours and you are always in control. Simply instruct us to utilise the referral system within the real estate industry and you will be in a position to save several hundred, or even thousands of dollars, in real estate fees/commissions.

 1300 886 359

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To calculate your commission savings simply visit www.irec.com.au

MOST IMPORTANT when you take advantage of the referral system, you will save commissions over and above any deal you can personally negotiated directly with the agent.

If you're thinking of selling your property anywhere in Australia, Independent Real Estate Consulting;

- Can research the agents and put you in touch with the better ones.
- Can offer information to help you through the interview phase and then provide on-going support during the sale process.
- Will openly tell you that it is a referral and share that referral with you

Our major point of difference is.....



We will show you how to save on real estate commissions and pay less in real estate fees.

With Independent Real Estate Consulting there are NO contracts, NO binding agreements, NO obligations whatsoever, and most importantly, NO costs to you!

Why are there no costs to you? Simply because the industry itself is paying us via the referral system.

Why are we sharing the referral fee with you? Same reason as we are sharing our knowledge; simply because we can. By sharing opportunity everyone can grow and prosper; it's a win/win for all concerned.

For full and further details or to register for "Inside Secrets of Real Estate" or to "ask us a question" simply [visit www.irec.com.au](http://www.irec.com.au) or phone 1300 886 359.