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Apartment - For Sale - Cairo, Egypt

EGP 8,000,000

Apartment with an area of 100 (Sq. ft) in Cairo



Sales Philosophy

*Try honestly to see things
from the other person's
point of view.*



Attention Getters

- C ompliment
- A sk a question
- R efferal
- E ducate (Value)
- S tartle



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Property Features

- Apartment
- 2 Beds
- 3 Baths
- 100 (Sq. ft)
- Built in
- ID: REMAX-6240

Property Amenities

- Balcony
- Garden
- Private Pool
- Private Gym
- Shared Pool
- Shared Spa
- Shared Gym
- Security

Property Description

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Each Office Independently Owned & Operated

remax.com.eg



Property Photos



Sales Philosophy

Try honestly to see things from the other person's point of view.

Attention Getters

- compliment
- ask a question
- offer
- educate (Value)
- entertain

LEARN, THE MORE YOU EARN



Credibility Statement

- General benefits
- Specific results
- Suggestion
- Transition

Generate Interest

Generate interest by finding out what your solutions will do to benefit or service your prospect.

What do we sell?

Need

LEARN, THE MORE YOU EARN



Buyer's Point of View

What I Sell → What People buy

LEARN, THE MORE YOU EARN

Solution Rule

Give buyers enough information, and no more, about your solution and how it will benefit them, to convince them that they are justified in buying.

What do we sell?

Value

