## Luxury Specialist Best Marketing Practices Today For Your Listings





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## Make The Buyers Agents Job Easy



- Differentiate Before The Showing
- Special Features
- Property Video
- The "Story"
- Preventative
- Incentives To Agent
- Buyer Credits
- Etc.





### Why Your Listing?



- From A Maintenance Standpoint?
- From A Value Standpoint?
- From An Updated Standpoint?
- From A Location Standpoint?
- From A "Less Of A Headache"
  - Standpoint?
- Does The Buyers Agent Understand This?



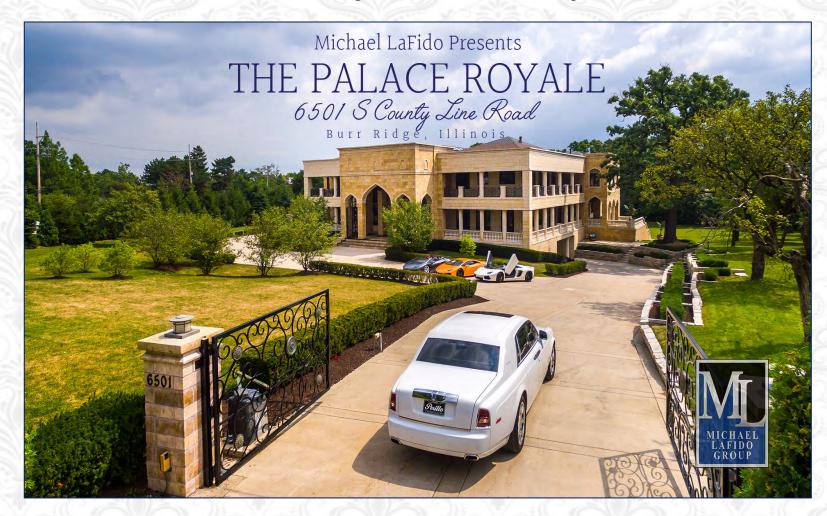
## Any "Elephants" In The Room?







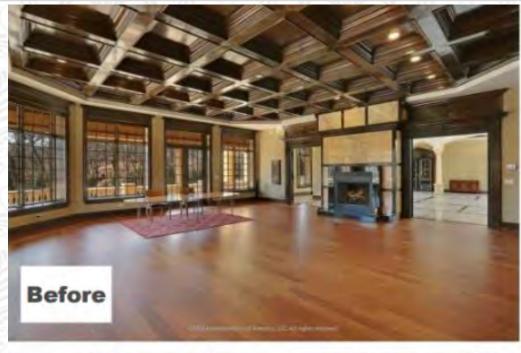
### Case Study: Taste Specific

















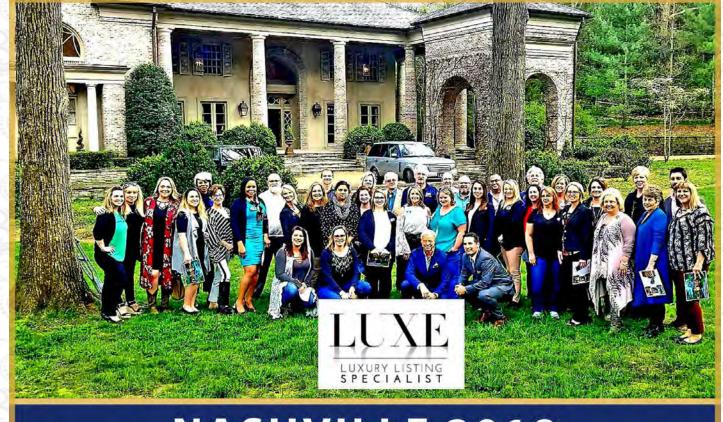




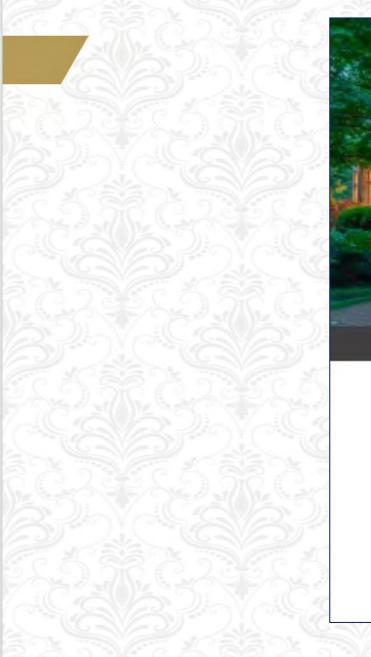
## Virtual Renovation Case Study: The "Nashville" House







### **NASHVILLE 2018**





MICHAEL LAFIDO







### NASHVILLE

BEFORE AND AFTER

MICHAEL LAFIDO





BEFORE















BEFORE



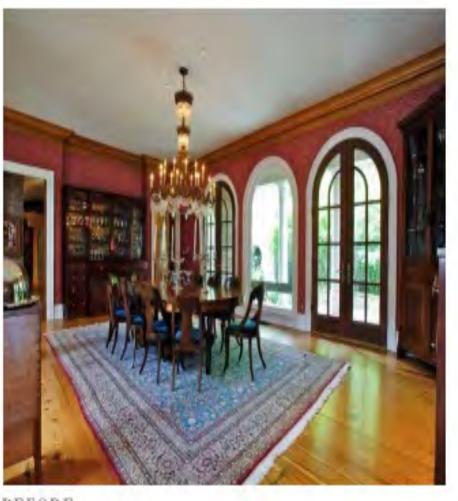




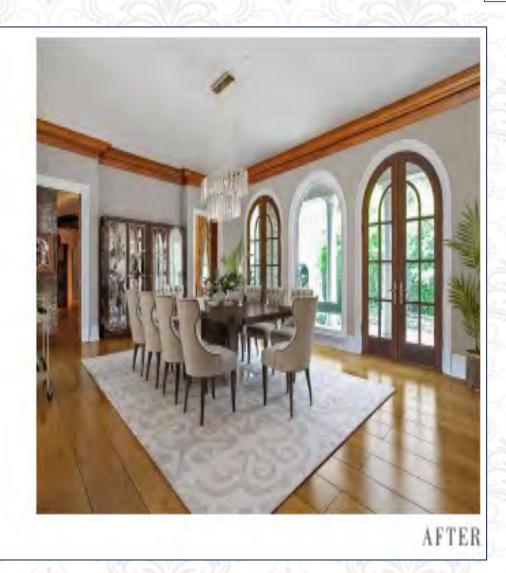
BEFORE













### About Michael LaFido

Michael LaFido is a top-producing Realtor and real estate consultant with over Eighteen years of experience in the real estate industry. Michael marketing has been the featured cover story in Crain's Chicago Business and highlighted in Forbes and FOX News Chicago Business Hour. He is also the author of the books "Luxury Listing Specialist" and "Marketing Luxury".

LUXE

LUXURY LISTING SPECIALIST

Throughout his career, Michael learned the importance of high-caliber marketing versus "traditional marketing", which has become pivotal to his success. Over the past seventeen years, LaFido and his team have developed a method that takes a more comprehensive, and proactive approach when marketing a home.

Michael, the founder of the Marketing Luxury Group, assisting other real estate agents and affluent home-owners by providing top-tier services including consulting, lifestyle marketing, public relations and coaching to help agents and owners sell their luxury homes; utilizing our proven and reputable strategies. The Marketing Luxury Group has been recognized as the 'Best Property Consulting/Marketing' in 2018 by the International Property Awards!

Michael has created the nationally recognized luxury certification for real estate agents which is known as Luxury Listing Specialist (LUXE). This new certification establishes an in-depth and detailed set of standards for agents that represent luxury homes, and is currently offered for 12 hours of Continuing Education (CE) for real estate agents in Texas. The trainings are based on the same principles Michael outlines in his book, "Luxury Listing Specialist" that he teaches to agents across the world.

Many agents within the industry are calling Michael's methods "The New Standard" for marketing luxury homes today.



### Michael LaFido

888-930-8510 MICHAEL@MARKETINGLUXURYGROUP.COM MARKETINGLUXURYGROUP.COM





STAGING BUDGET \$0 IMPROVEMENT BUDGET \$6,700

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### Your Marketing Plan



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# Are You Priced

## **Correctly?** Market Price Or Their Price?



# **Property Launch**

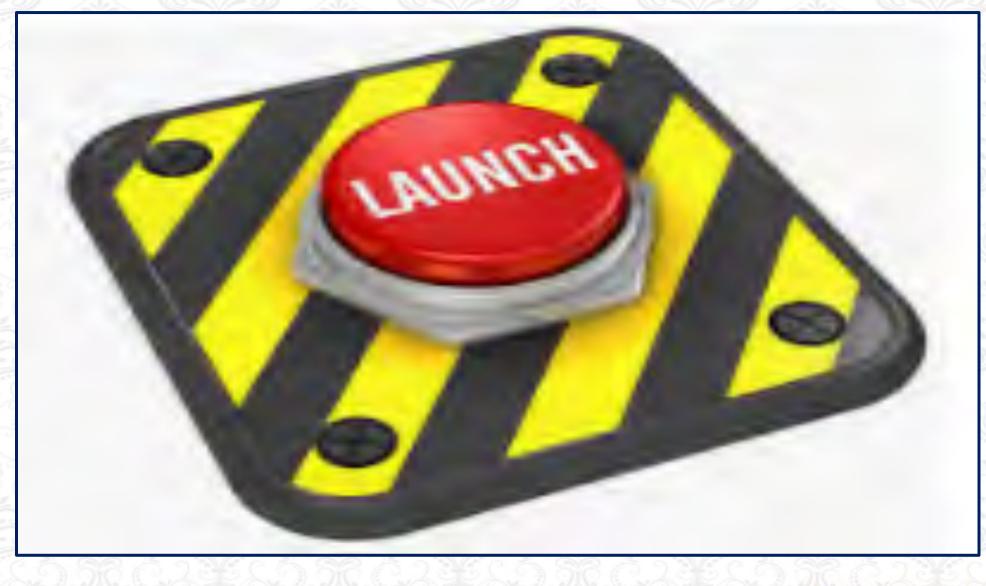






### **Amazing Property Photos**







### **Lifestyle Marketing**





## Bring In The "Props"











### **Drone Pictures In Your MLS**

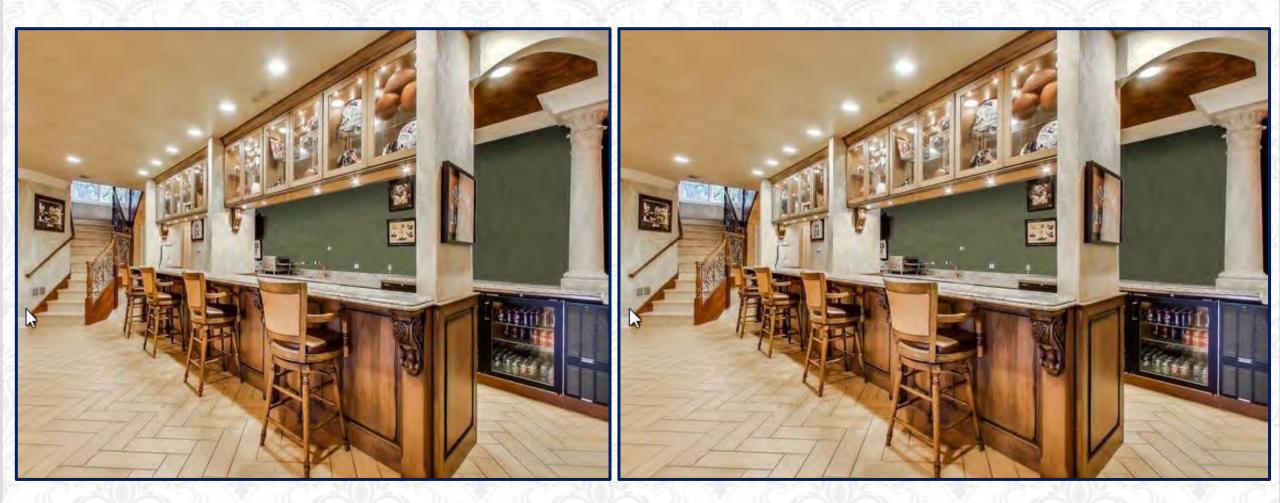




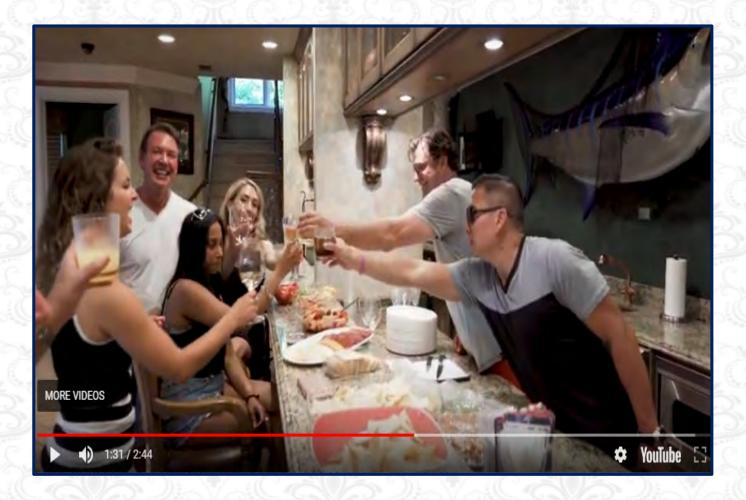
### **Know Your Buyer (Avatar)**













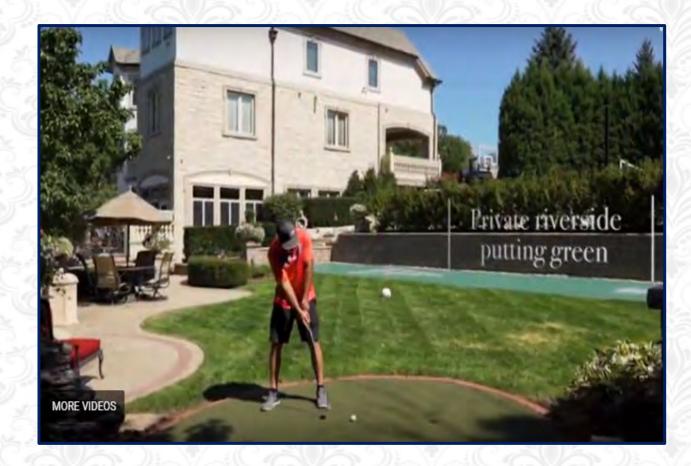




















## **River Forest Express**







22 Car Heated Garage: \$10,950,000 (includes 30,000 + sq. ft home)



**\$10,950,000** 30,000 sq. ft. home 6501 S. County Line Rd Burr Ridge, IL 60527 Michael LaFido 630-674-3488 Marketing Luxury Group Michael@MarketingLuxuryGroup.com



GROUP

ThePalaceRoyale.com



### Do You See An Opportunity?





### **Twister Themed Bathroom**





### The Twister Themed Bathroom









### Trains, Trump or a Twister shower — It'll cost you \$3 million

chicagotribune.com

# **MLS Optimization**



| 🗎 Print Listing 🔕 Virtual Tour 🕂 Video 🛛 🤞   |  |  |  |  | -  |   | moos 🖌 🕅 Additional Informati   |
|--|--|--|--|--|--|---|---|
|  | Detached Single<br>Status: ACTV<br>Area: 540<br>Address: 51 Ford Ln , Nape   | erville, IL 60565  | MLS #:10<br>List Date:01<br>List Dt Rec:01   | /17/2019   | List Price: \$<br>Orig List Price: \$<br>Sold Price:   | <u>\$3,750,000</u><br>\$3,750,000   | Close   |
|  | Directions: WASHINGTON ST<br>Sold by:<br>Closed:   |  | Contract:  |  | Lst, Mkt. Time: 3<br>Concessions:  | 38  | <ul> <li><u>Realist Tax Map</u></li> <li><u>Listing &amp; Property History</u></li> </ul>   |
|  | Off Market:<br>Year Built: 2005<br>Dimensions: 283X272X234X11  | 72X46X54   | Financing:<br>Blt Before 78: No  |  | Contingency:<br>Curr. Leased: N  | No  | Photo Browser   |
|  | Ownership: Fee Simple<br>Corp Limits: Naperville   |  | Subdivision: Wa<br>Township: Du  | ishington Woods<br>page  | Model:<br>County: N  | 10 L 10   | Infosparks  |
| Coordinates:<br>Rooms: 15  |  | Bathrooms <b>8 / 1</b><br>(full/half):   |  | 1  |  | # Fireplaces: 4<br>Parking: Garage  | Find - Property Details Repor   |
| << 1 of 50 >>  | Bedrooms: 5<br>Basement: Full, Walkout   |  | Master Bath: Fu<br>Bsmnt. Bath: Ye   |  | # Spaces:<br>Parking Incl. Y   |   | Find - Community Report   |
| arks: JUST SHY OF 1 ACRE ALONG THE DUPAGE  | E RIVER, THIS NAPERVILLE ESTAT   | E IS A MUST SEE. OVE   | R \$7 MIL INVESTED, NEARLY 10,000 SF   | OF LUXURY CANNOT BE RE-CREATED AT  | In Price:<br>THIS PRICE, AMENITIES BEGIN RI  | IGHT AS YOU PULL IN- STU  |   |
| INUE ROTISSERIE. 2 STORY GREAT ROOM W/ L<br>EL. HUGE WALKOUT BSMT W/EXPANSIVE BAR,<br>KETBALL/TENNIS/SHUFFLE BD CTS. YOUR LUX  | EATHER HERRINGBONE FLOORS &<br>TEMP CONTROLLED WINE CELLAR   | & MARBLE COLUMNS. I  | UNWIND IN MASTER SUITE -SUNKEN JA  | ACUZZI TUBS, PAINTED MURALS, SITTIN  | G RM W/FIREPLACE & TERRACE OV  | <b>VERLOOKING POOL/RIVER.</b>   | Print Listing   |
| nol Data<br>nentary: River Woods (203)   | UNIOUS UNSIS AWAITS.   |  | sments<br>nount: \$950   | Amount: \$51,588   |  | Misc<br>Wate  | Email Listing   |
| ior High: Madison (203)<br>h School: Naperville Central (203)  |  | Frequency: Annual<br>Special Assessments: No   |  | PIN: 1202064100240   | PIN: 1202064100240000 (Map)<br>Mult PINs:  |   | 📩 Add To Favorites  |
|  |  |  |  |  |  | SE S  |   |
|  |  | Special Service<br>Master Assoc  | a Area: No   | Tax Year: 2017<br>Tax Exmps: Homeowner   |  |   | Write a Contract  |
| rre Footage Comments:  | Ft: 0, Total Basement 5g Ft: 0, Ap   | Special Service<br>Master Assoc  | e Area: <b>No</b><br>dation: <b>No</b>   | Tax Year: <b>2017</b><br>Tax Exmps: <b>Homeowner</b>   |  |   | Write a Contract  |
| re Footage Comments:<br>vel Square Footage Details: <b>Above Grade Total Sq</b><br><u>Room Name Size</u><br>Living Room <b>15X15 Main</b>  |  | Special Service<br>Master Assoc  | e Area: <b>No</b><br>dation: <b>No</b>   | Tax Year: <b>2017</b><br>Tax Exmps: <b>Homeowner</b>   | Level<br>2nd Level<br>2nd Level  |   |   |
| re Footage Comments:<br>vel Square Footage Details: Above Grade Total Sq<br>Room Name Size Level<br>Living Room 15X15 Main<br>Dining Room 16X14 Main<br>Kitchen 19X24 Main<br>Family Room 18X17 Main   | Level<br>Level<br>Level<br>Level<br>Level  | Special Service<br>Master Assoc<br>rox. Total Finished Sq<br>Flooring<br>Marble<br>Marble<br>Marble<br>Marble<br>Other   | : Area: No<br>ciation: No<br><u>Ft: 0, Total Finished/Unfinished Sq Ft: 1</u><br><u>Win Trmt</u><br>Curtains/Drapes  | Tax Year: 2017<br>Tax Exmps: Homeowner<br>D<br>Room Name Size<br>Master Bedroom 27X22  | 2nd Level  | Bldg. Asse<br>Ac<br><u>Flooring</u><br>Marble   | <ul> <li>Schedule a Showing</li> <li>Driving Directions</li> <li>Streetside View</li> <li>Bird's Eye View</li> </ul>  |
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## Fresh Eyes Analysis



WHO'S WHO IN LUXURY REALESTATES

| <u>School Data</u><br>Beneton: Kine Witods (2013)<br>Juno High Haldoon (2013)<br>High School Nagewille Central (2013)<br>Square Fording: Ommettis:<br>"Manel Square Fording: Datasin: Above Grande T   | otal Sq Fc Q, Total Basement Sq Fc Q, Aprox. T   | Assessmen<br>Anoun<br>Frequency<br>Special Assessments<br>Special Service Area<br>Naster Association<br>Naster Association | .990<br>Annual<br>No<br>No   | <u>Tax</u><br>Anost \$51,58<br>FB1 <u>2005440024</u><br>Wit Pic<br>Ta: Yen 2017<br>Ta: Gros: Honewner   | <u>100 (Nao)</u>  | Hise Karl Listing<br>Hise Karl Listing<br>Hise Karl To Favorites<br>See C Hitle a Contract<br>M Scientule a Showing  |
|--|--|--|--|---|---|--|
| Room Hame Size<br>Linny Room 15115<br>Doing Room 15114<br>Kitchet 15024<br>Family Room 15017<br>Laudry Room 15017<br>Sith Belann 15107<br>Theorie Room 15107<br>Theorie Room 15107<br>Straffer Hoom 15101  | Level         Film           Nain Level         Nath           Nain Level         Nath           Nain Level         Nath           Nain Level         Nath           Nain Level         Oth           Aud Level         Part           Basenent         Part           Nain Level         Nath           Resenent         Oth           Nain Level         Nath           Gelangs, Staung Steam Room, Sar Weig, Elevato         Nath | ring<br>Jde<br>Jde<br>ef<br>ef<br>ef<br>ef<br>ef<br>r<br>r<br>de<br>gin Tile   | <u>Win Tmt</u><br>Curbins/Dropes<br>Curbins/Dropes<br>Curbins/Dropes       | Room Hame Size<br>Heater Bedroon 27022<br>2nd Bedroon 25022<br>3nd Bedroon 25022<br>4nd Bedroom 25023<br>4nd Bedroom 20022<br>Giffeet 18022<br>Electore Aroon 30024<br>Enclosed Aroot 190125<br>Heats Aroon 33021 | Led         Flooring           Jul Leel         Honle           Hain Leel         Honlow           Basement         Other           Basement         Processin Tile | Court Directions     Structicity View     Court Civilian     Court Civilian     Parment Calcular     Parment Calcular  |
| Age 11-15 Years<br>Type: 25ones<br>State<br>Harton: Stocon, Stane, State<br>Harton: General Kin, 24 Septemts<br>Heating: Gas, Forced Kin, 24 Septemting Sep<br>Witcher: Editing Aner-Breakfast Bar, Editing A<br>Augilance: Over-Double, Overs (Tauge, Him | stens<br>rea-Table Space, Island, Pantry-Walk-in   | Porch, Breakfast<br>Garage Ovreiships<br>Garage On Site: Yv<br>Garage Type: Attz   | Room, Hedia Room<br>Owned<br>IS<br>ched<br>rage Door Opener(s), Transmitte | n, Exercise Riom, Theatre Riom, Enclosed<br>Pris) Heated, Tandem, Hultipie Garages  | Anti Sale<br>Seise Sever-Public<br>Illäte: Lale Hichigan, Public<br>Cont Coto:<br>Geneal Infr. Schwill Bas Service<br>Amerika: Gurdes Salewallus, Street Light, st<br>Anti Indi Other<br>1955 Tride Sone:<br>Gene Doci  | Distoures<br>Discoures<br>Amagiocalis Estimate<br>Ebur Pan<br>Sime<br>Sime<br>Zang, Jourd Pan Estimate<br>Sime<br>Zang, Jourd Pan Estimate<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Sime<br>Si |







## **Property Website**

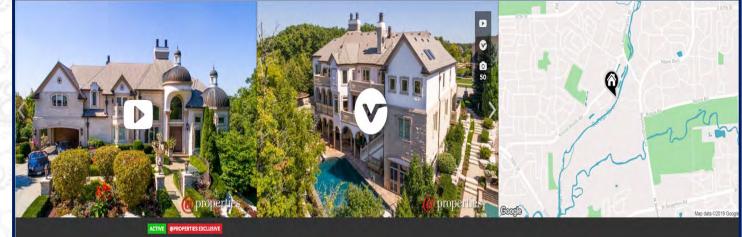


LUXURY LISTING SPECIALIST



### **Property Collateral**





51 Ford Lane Naperville, Illinois 60565

EBF

| \$3,750,00             | 00      | Bedrooms<br>5     | Bathrooms<br>8     | Half Baths<br>1 |  |
|------------------------|---------|-------------------|--------------------|-----------------|--|
| Floorplan              | Mc      | rtgage Calculator |                    |                 |  |
| MLS NUMBER<br>10251099 | PROPERT |                   | NEIGHBOR<br>Naperv |                 |  |

JUST SHY OF 1 ACRE ALONG THE DUPAGE RIVER, THIS NAPERVILLE ESTATE IS A MUST SEE. OVER \$7 MIL INVESTED, NEARLY 10,000 SF OF LUXURY CANNOT BE RE-CREATED AT THIS PRICE. AMENITIES BEGIN RIGHT AS YOU PULL IN- STUCCO, STONE & COPPER EXT W/SIMULATED SLATE ROOF SURROUNDED BY LUSH GARDENS, HEATED DRIVE, WALKWAYS & GARAGE. FORMAL ENTRANCE & DINING RM W/MURANO CHANDELIER. CUSTOM KITCHEN W/2 LARGE ISLANDS, ETCHED GLASS BUILT-INS, VIKING APPL,48" RANGE,2 DISHWASHERS & LA CORNUE ROTISSERIE. 2 STORY GREAT ROOM W/ LEATHER HERRINGBONE FLOORS & MARBLE COLUMNS. UNWIND IN MASTER SUITE -+ Read More

> The Details for 51 Ford Lane



COMMENTS (optional)

I'm interested in 51 Ford Lane Naperville, Illinois



### Special Feature Sheets (Detailed Or General)

#### 3712 Celeste Lane, Naperville

#### Newly renovated and priced better than new construction!!

Located on 1/3 of an acre, this gorgeously updated home features 4 bedrooms, 2.1 baths, formal living and dining rooms, separated w/sliding double-barn doors, as well as an office/den. A relaxing front porch that leads to the archeddouble, glass and miliwork, front door. New flooring throughout, New solid core 2-panel doors, Open floor plan with custom designed kitchen, new cabinetry, newer appliances, custom beverage bar and island with storage, seating and electric. The large family room features a vaulted ceiling with wood beam, designer lighting, fireplace and a view to the large deck. A re-designed Master En Suite with custom vanity, dual sinks, walk-in shower, heated flooring, water closet and a beverage niche. New A/C w/Nest Smart Home. Newly painted and epoxy flooring in garage with room for storage. The beautiful and professionally landscaped yard is a great place to spend time relaxing or entertaining!

#### Great location to everything!

#### Main Level

#### Foyer

- Arched mahogany solid-wood and beveled glass double front door
- · Crown molding with overhead lighting
- Coat closet
- · Staircase with new risers, treads, spindles, balusters and a lacquer sprayed finish
- Wide plank engineered wood floor
- Entry to the Formal Living Room

#### Living Room 18'x12'

- Crown molding with designer overhead and sconce lighting
- Bay Window
- Rustic Barn doors leading to the formal dining room
- Wide plank engineered wood floor

#### Dining Room 14'x12'

- Inset ceiling with crown molding
- Designer lighting fixture
- · Large windows leading to the backyard
- Chair railing
- Access to the kitchen
- Wide plank engineered wood floor

#### Family Room 18'x15'

- Vaulted ceiling with rustic beam and designer lighting fixture
- Floor to ceiling brick fireplace with painted mantle, flanked with shiplap walls and decorative sconces
- Large windows with a view of the deck and backyard
- Wide plank engineered wood floor



## International & LUXE Connections



### Ferrari Event



### Art OF SPEED DYNAMIC EXPERIENCE INVITATION

Together with Ferrari North America, CONLON/Christie's International Real Estate invites you to experience the elegance, sportiness, versatility and breathtaking performance of the Ferrari California T at the Ferrari Art of Speed driving experience.

THE PERFECT SYNTHESIS OF INNOFATION AND TECHNOLOGY

The Ferrari California T's new twin-turbo V8 is a classic Ferrari engine, reinvented for a new generation, delivering instantaneous throttle response, blistering performance, impressive torque and a signature soundtrack.

#### THURSDAY, JUNE 2ND, 2016 3:00 PM - 7:00 PM

PRIVATE WHEATON ESTATE Call or text Michael LaFido at 630-674-3488 to RSVP

#### RSVP

To schedule your personal driving experience or for more information, please contact us at CaliforniaT@ferrariartofspeed.com or call 201-706-7007.

Please note that all drivers must be at least 25 years of age, possess a valid driver's license and automobile insurance.







# **Chicago Tribune**

#### MICHAEL LAFIDO HAS TEAMED WITH TRIBUNE & BUILDER MEDIA SOLUTIONS.



### Together, we'll give your home maximum exposure to buyers.

Michael LaFido's has teamed with Tribune Publishing and Builder Media Solutions to provide you with the most aggressive home selling system ever.

#### CHECK OUT ALL THE TRIBUNE PUBLISHING & BUILDER MEDIA SOLUTIONS MEDIA OPTIONS AVAILABLE WHEN YOU SIGN WITH MICHAEL LAFIDO



#### **Ultimate Address**

Your listing will be featured in the luxury magazine with more than 55,000 readers, targeting buyers in the market for high-end, exceptional residential real estate. 1/MONTH\_\$1,500/MONTH



#### **Chicago Tribune Sunday Real Estate and Business Sections**

Listings ads will run in the Chicago Tribune in the Sunday Real Estate/Business sections – engaging more than 2 million readers on the highest readership day of the week. 2/MONTH, \$2,568/MONTH



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BUSINESS

#### **Chicago Tribune Homes**

Your home listing will run in the popular Chicago Tribune Homes North and Northwest zoned editions, reaching an audience of more than 185,000 readers. 3/MONTH, \$2,712/MONTH

#### ChicagoTribune.com

We'll feature your luxury home on one of the city's leading websites – where your most likely buyers go for business news every day. CT.COM & TRIBX RTB, \$2,000/MONTH

#### **Pioneer Press: The Doings**

We'll reach the cream of Chicago society - more than 42,400 households. 4/MONTH, \$2,280/MONTH

#### **Real Estate & Business Sites**

95% of buyers shop the Internet for their new home. We'll market your home on high-end real estate sites and leading business sites like the Wall Street Journal, Business Insider and Forbes. 1/MONTH, \$826/AD





## **Invite The Media To Your "Behind The Scenes"**



"We Create Massive Exposure to Get Buyers, Realtors, & the Press Talking About the Home" - Michael LaFido

### **Experience & Show The Potential**







### Telling The "Story" With Words In Your Videos &/Or Pictures

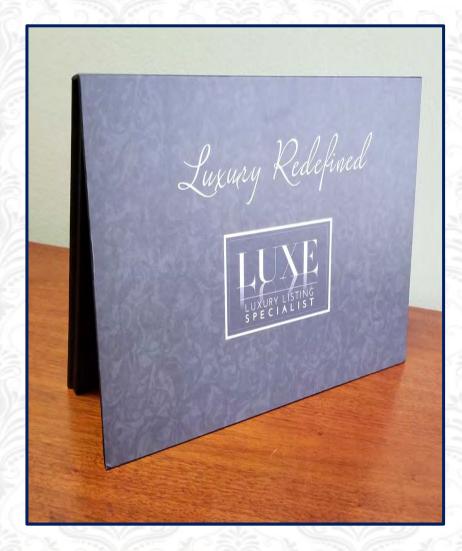






### **Lifestyle Video Marketing**







# "They Say A Picture Is Worth A 1,000 Words... I Believe A Lifestyle Video Is Worth A 1,000 Pictures." ~Michael LaFido



## **Event-Based Marketing**





### **Great Food & Experience**





# Connect

### Michael@MarketingLuxuryGroup.com

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