

Provincial's point of difference



As Plato once quoted

"The beginning is the most important part of the work".

For every single one of us a new beginning means change, a new path to be travelled and a new future to be created. Selling or buying a new home is one of the biggest new beginnings in anyone's life. Provincial Real Estate understands the importance of this and has based their business, beliefs and values around you. Provincial Real Estate offers each and every one of our clients a new beginning with a happy ending.

How we do this is by treating our office and our resources as your home:

A home with no pressure, just warm welcomes

A home where anyone can drop in for a chat and a coffee

A home where you can seek the right information to make the right decisions

A home you can trust and where you can be reassured

A home of leaders, not followers

A home of fresh and innovative approaches

A home of new beginnings

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Provincial's points of difference

In today's competitive world you need to stand out from the rest and give yourself a point of difference - a point of difference that helps your customers achieve what they want. Often you see or hear businesses proclaiming to be professional; to provide great service, to be reliable and to be knowledgeable - but these qualities should be givens. Anyone in business today should be all of these things and a lot more. It's going above and beyond what people expect and adding extra value to your services that drives customer satisfaction and repeat business.

Provincial Real Estate is not just another boutique real estate agency. We want to give you a higher standard of service and guidance that sets us apart from our competition.

How we do this is by raising the benchmark in the following areas:


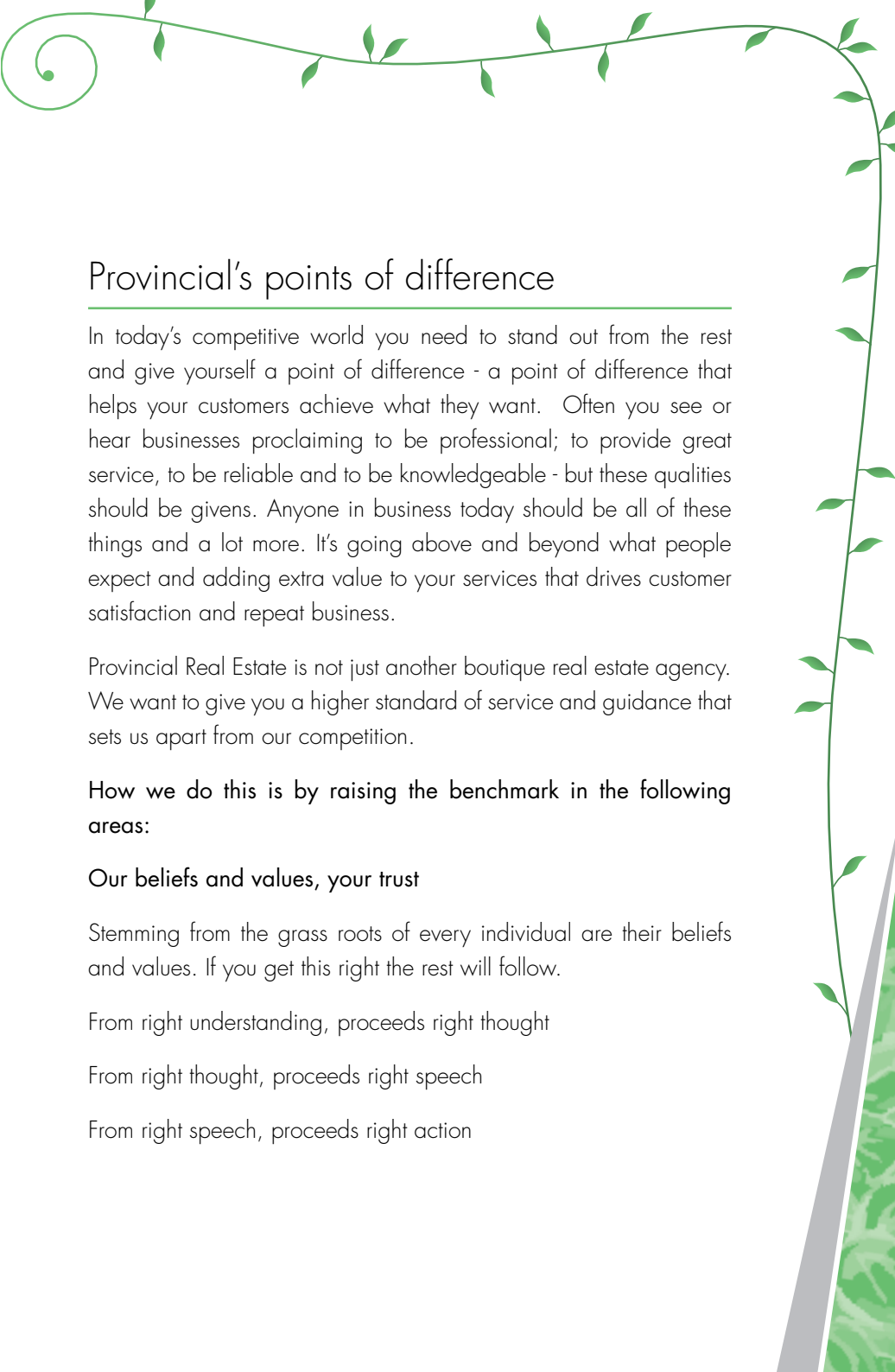
Our beliefs and values, your trust

Stemming from the grass roots of every individual are their beliefs and values. If you get this right the rest will follow.

From right understanding, proceeds right thought


From right thought, proceeds right speech

From right speech, proceeds right action



A photograph of a wooden door with a glass window. Below the door is a light-colored tiled floor. A rectangular, light brown doormat with the word 'WELCOME' printed in dark blue capital letters is placed on the floor in front of the door.

WELCOME



We cannot stress enough how important beliefs and values are to Provincial Real Estate. The foundations of our business are built upon: honesty, integrity, happiness, sharing and giving, helping others, creativity, responsibility, fairness, community involvement and achievement.

Our team, your employees

Provincial Real Estate is very careful and selective in our employment process. We see Provincial's team as an extension of our family – our "Office family". We base our number one selection criteria on an individual's core beliefs and values. Their values and beliefs towards clients and others must dovetail with Provincial Real Estate's strong beliefs and values. Knowing you have the right person with the right morals working for you is priceless.

Our office, your home


Although most real estate business nowadays is done on the road, we want you to feel comfortable that you can always drop in for a chat or call us anytime to discuss any real estate matters. We are here to listen, care and help.

Our broad range of services, your choice

- Residential Sales & Marketing
 - Business & Commercial
 - Development Projects
 - Property Management
- 
- 



Sealed with a promise



Our marketing, your advantage



Provincial Real Estate takes property marketing to a different level which we call 'Smart Marketing'. Smart Marketing is all about giving your home a point of difference and making your home stand out from the rest. Provincial Real Estate ensures we give your home its own identity. We capitalise on unique selling points and carefully craft a marketing campaign honing in on specialised buyer target markets and, of course, the much broader global audience. Provincial Real Estate offers clients the 'Rolls Royce' of marketing attention, the latest e-commerce technology and highly trained negotiators.

Our property collection, your local magazine

The Provincial Property Collection is a local publication focusing on homes for sale in your local 'Province'. Our publication is delivered to all participating local businesses for your convenience. A good cup of coffee and a copy of the Provincial Property Collection is just what you need to relax and find your next dream home.

Our promise, your peace of mind


In everything we do we want you to know we will stand by our promises. When selling your home you can be rest assured that we will provide you with a full itinerary of the tasks we will be carrying out, placing our signature alongside it as a guarantee. We all want peace of mind in one of the largest financial transactions of our lives.





V.I.P.P





Our donation, your good cause



For every home we sell we will donate between \$100 to \$500 depending on the level of sales commission, to a licensed charity of your preference or to a preferred Provincial community charity. We believe if everyone in this world gave a little from their success, the world would be a much happier and brighter place to live in. It feels good to give! For more information please see your Provincial Real Estate consultant.

Our after sale service, your relationship for life

Too often you hear of the sale being accomplished - and then nothing! Provincial Real Estate offers a continuing after sale service and advice, complimentary equity updates, current market trends, and a hot-off-the press Provincial Property Collection magazine. All of this is available to you, our VIPP clients.


Our VIPP Club, your exclusive membership

VIPP stands for Very Important Provincial Person. Our VIPP club is free to join and provides you with exclusive additional services and promotions. To join visit www.provincialrealestate.com.au, or phone us for a membership form - you'll be glad you did!





Guiding you through


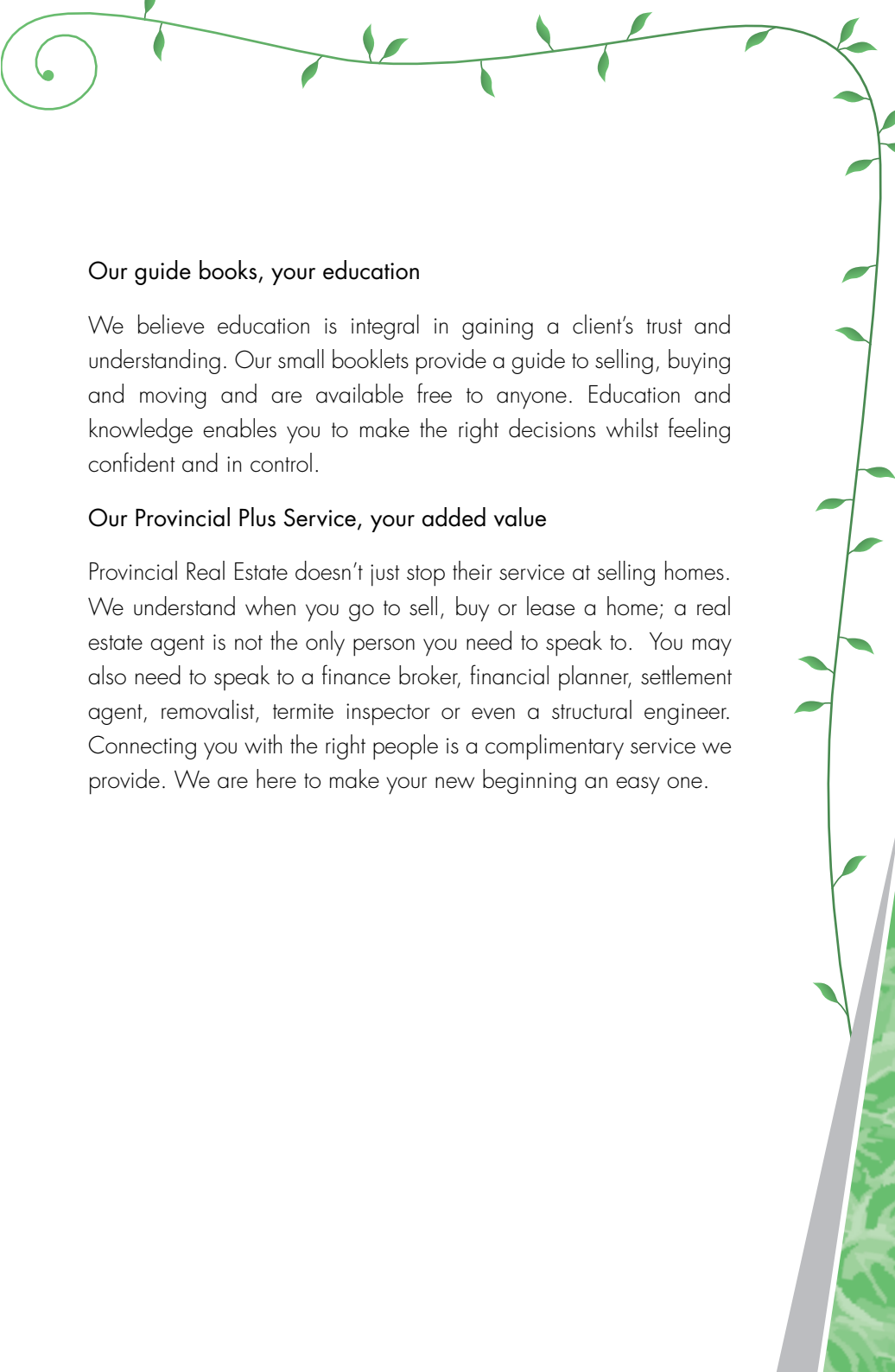


Our guide books, your education

We believe education is integral in gaining a client's trust and understanding. Our small booklets provide a guide to selling, buying and moving and are available free to anyone. Education and knowledge enables you to make the right decisions whilst feeling confident and in control.

Our Provincial Plus Service, your added value

Provincial Real Estate doesn't just stop their service at selling homes. We understand when you go to sell, buy or lease a home; a real estate agent is not the only person you need to speak to. You may also need to speak to a finance broker, financial planner, settlement agent, removalist, termite inspector or even a structural engineer. Connecting you with the right people is a complimentary service we provide. We are here to make your new beginning an easy one.





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