



TNTTEAM

REAL ESTATE PROFESSIONALS

CONTENT

05

ABOUT THE TEAM

Learn about the TNT TEAM, their approach, success, past and what they stand for

06/08

ABOUT JACQUIE, ZACH & FRANK

Learn more about this dynamic family team that has really put their stamp on the Real Estate Market in Calgary

09/10

FULL SERVICE TEAM

Learn more about what makes TNT a Full Service Team

GET MORE MONEY

Learn more about how TNT can get you more money!





11-14

EXPERIENCE & KNOWLEDGE

Find out why TNT's experience and knowledge can lead to the successful sale of your home

HIRE US, FIRE US

We are confident we can sell your home

VALUE OF YOUR HOME

Detailed Seller information about your home value

FAIR MARKET VALUE

Learn more about selling in your market

15-22

WINDOW OF OPPORTUNITY & OPINION OF VALUE

Together, we create a strategy that works best

ALL ABOUT MARKETING

Learn about how TNT strives as a leader in marketing your home. Tactics we use and Marketing for Maximum Exposure.

23-30

ALL ABOUT RE/MAX

Why Remax. 159 Reasons. 24-7 Exposure.

Remax Agents Outsell. Exclusive Worldwide Marketing. Brand Recognition.



FRANK TROUGHTON

REALTOR®

403 540 1013.Direct
fjtroughton@telus.net

JACQUIE TROUGHTON

REALTOR®

403 708 6649.Direct
jacquie@tntteam.ca

ZACH TERLIER

UNLICENSED

403 771 1336.Direct
zach@tntteam.ca

ABOUT THE TEAM

TNT TEAM is a Family Real Estate Team operating out of RE/MAX Real Estate Central In Calgary, Alberta.

In 2011 after 22 years in the industry Jacquie came to a point where her real estate business was growing beyond her capacity. She tried to bring on other realtors to help with the work load but soon discovered that good help is hard to find. She needed someone with ambition and fresh ideas who could also treat clients like family. The Solution? Hire your Son! With Zach's background in Technology and Marketing and his ability to create and foster relationships it was a perfect fit. In 2012 after Zach completed his Education in Real Estate he joined his Mother Jacquie and TNT TEAM was formed.

WHY HIRE THE TNT TEAM?

The answer is quite simple. Two is almost always better than one. Each team member brings their own unique set of skills to the table allowing for an overall better result. Jacquie and Zach work so closely together they have developed a synergy and rhythm that translates into a 5 star client experience. One of the key advantages of working with the TNT TEAM is that whether you are working with Jacquie or Zach both of them are essentially one and the same. They both have a passion for the business and treat their clients with the upmost respect and integrity. This is a family run business where both Jacquie and Zach have a personal interest in seeing it succeed. With the latest addition of Frank Troughton to the team.

TNT TEAM PROUDLY WELCOMES FRANK TROUGHTON

Step Father to Zach and Husband to Jacquie, Frank truly solidifies this family unit. From his wealth of industry knowledge to his professional conduct and demeanour his addition to the team is a welcomed and valuable asset.

Our Mission Statement: To create long lasting relationships by providing an exceptional client experience.





JACQUIETROUGHTON

Jacquie Troughton was born and raised in the City of Calgary. She has been helping Families and Individuals find their “Dream Homes” for over 24yrs. Its her combination of experience and passion that allow her to excel as a Realtor. Her approach to sales is one of honesty, trust, respect and integrity. These Qualities are further echoed by her many professional accomplishments, including:

- RE/MAX 100% Club (15+yrs)
- RE/MAX Hall of Fame
- CREB Million Dollar Club
- CREB Long Service Award

Jacquie is also an active volunteer taking part in several charities including the Children’s Miracle Network and The Shamrock Childrens Christmas Fund. Having the ability to participate and give back to the community is something she truly enjoys.

Aside from all the experience and awards piece of mind is of the most value to clients. Peace of mind knowing that someone has their best interest at heart. Which is exactly what you will receive with Jacquie as your Realtor.



ZACHTERLIER

After Growing up in a Family of Real Estate Professionals, its no surprise Zach followed suit. When Zach was only 19 years old he purchased his first home and has had an interest in the industry ever since. Zach has always had an entrepreneurial spirit and the self motivation to get the job done which is likely why his career in Real Estate has flourished in such a short time.

The average career expectancy of someone getting started in the Real Estate industry is less than 10% after 2 years. Zach has far exceeded this statistic. Since becoming licensed in 2012 Zach has developed and implemented his own systems in Real Estate that have propelled him to the top and shattered his own goals causing others around to take notice. As a result in his spare time Zach is now teaching other Realtors and industry members how to maximize their time and use technology to their advantage in becoming paperless agents. In 2014 after only 2 short years in Real Estate Zach became a member of the RE/MAX 100% club.

Although very focused on work and hungry for success, Zach also likes to focus his time and energy on Volunteering. Currently he sits on the RE/MAX Children's Miracle Network Committee, organizing all sorts of Family Fun events while raising money and generating funds for an amazing and worthy cause.

Aside from all the above Zach's true passion in life is for his 9 year old Rottweiler "Kevlar". The two of them are thick as thieves with a bond that is impossible to explain but amazing to witness. Seeing his passion for animals truly warms the heart.



FRANK TROUGHTON

Frank has enjoyed assisting buyers and sellers in the Calgary Real Estate market since 1985.

He brings enthusiasm, experience and knowledge to every transaction, keeping you informed and up to date so you are better prepared to make calculated decisions enhancing your possibilities for success.

Whether you're a first time buyer, investor or moving up or down sizing. Frank has the experience to assist you. With 30 years in the Calgary and area market it doesn't matter what neighbourhood you want to go to, it's likely he has sold there.

Frank has been associated with RE/MAX Central, the #1 RE/MAX office in the world for the past 15 years since 1989. During his time with RE/MAX he has received the following accolades:

- RE/MAX 100% Club
- RE/MAX Hall of Fame
- CREB Long Service Award

Real Estate is a big investment so it's always important to have a true professional who's experienced, helping to avoid all the potential pit falls along the way. These resources coupled with his negotiating power make Frank an asset to any transaction.

WE ARE A **FULL SERVICE TEAM!**

Leading the way in providing the most professional and comprehensive Real Estate services to our clients is of the most importance to us. In doing so here are some of the services we offer to help us achieve our goal of providing a 5 Star client experience.

MARKETING

- Showcase your property with the finest marketing
- Develop and implement a customized marketing strategy
- Help determine the best price in line with market forces

LIAISON

- Introduce new buyers to your property
- Pre-qualify the buyers to avoid time wasters
- Provide timely updates on viewings and feedback

NEGOTIATIONS

- Present and negotiate the offer
- Advise you on the merits of each offer
- Always keep your best interest as a top priority

CLOSINGS

- Provide information in a timely manner to all parties
- Communicate with your lawyer/notary
- Deliver and obtain necessary documentation
- Facilitate the transaction
- Resolve any issues during the closing process

CONCIERGE

- We provide airport pick up and drop of service as necessary
- Provide you with access to experts including: legal advisors, insurance experts, builders, landscapers, interior designers, rental experts, home stagers, handymen, home inspectors, mortgage brokers, and moving services.

PAPERLESS

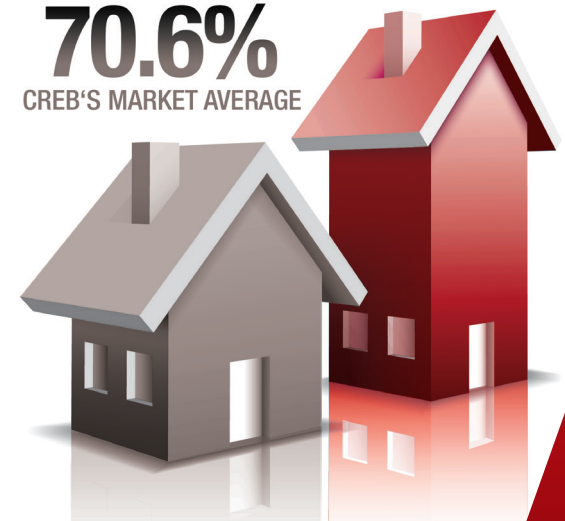
- In an effort to go “green” 90% of our business is paperless. We do this to provide a more streamlined and efficient client experience. Need to sign documents but your out of town? No worry, we’ve got that covered with our online digital signature capabilities. Sit back relax and let us do all the work.

WE SELL 100% OF OUR LISTINGS!

We have been able to successfully sell 100% of our listings when the seller has followed our advice.

100%
TNT'S LISTINGS

70.6%
CREB'S MARKET AVERAGE



TNT TEAM WILL NET YOU MORE MONEY!

In every industry there is a unit of measurement for Success. In Real Estate this is commonly referred to as the “LTS ratio” or “List to Sale Ratio”. The LTS ratio is how close a home sold compared to its original list price. For instance if a property was listed for \$500,000 and later sold for \$495,000 its LTS Ratio would be 99%. Currently the industry has an average LTS Ratio of 97.7%, The TNT TEAM on the other hand has an LTS of 98.6%.

Here’s a Chart to help illustrate the importance of the LTS Ratio using the above stats:

	LTS (List Price to Sale Price Ratio)	List Price	Sold Price	Difference
Market Average (Based on CREB stats for 2014)	0.977%	\$500,000	\$488,500	\$11,500
TNT TEAM (2014)	0.986%	\$500,000	\$493,000	\$7,000

As you can see there’s a notable difference between the industry average Sale Price vs the TNT TEAM Sale Price. That’s why it’s so important to do your research when hiring a Real Estate Professional. You want someone with a proven track record who exceeds the industry average.

Based on these findings listing with the TNT TEAM will net you on average an additional 1% for your home.

EXPERIENCE & KNOWLEDGE

Working with Buyers and Sellers in Calgary's vibrant and diverse environment demands specialized expertise.

Your home may be your biggest personal investment. One of the most important decisions you'll make when selling your home is who you will trust to assist you. You should put the sale of your home in the hands of an experienced agent who will produce your desired results.

To get the most exposure for your home and for the best possible price, an agent must effectively manage the transaction from start to finish. This requires specialized knowledge and skills.

- Knowing the market
- Pricing your home for the highest return
- Staging your home, inside and out, for maximum impact
- Marketing to deliver maximum exposure
- Navigating inspections, appraisals paying attention to the details
- Negotiating the offer to deliver the best return
- Successfully closing the Deal
- Managing the legal documentation

***TNT TEAM UNDERSTANDS AND SPECIALIZES
IN MANAGING THESE TYPES OF TRANSACTIONS. LET US DO
WHAT WE DO BEST BY TAKING CARE OF THE HEAVY LIFTING FOR YOU.***

HIRE US IN CONFIDENCE, FIRE US AT ANY TIME

Many people believe that any agent can sell your home. However, as you are starting to see, the sale of your home heavily depends on the agent you choose to hire. Choosing the wrong agent can be extremely costly and time-consuming. One of the most common concerns we hear from sellers who have been through a negative experience previously is that they don't want to be tied down into another lengthy listing contract with another agent. We think that makes complete sense. You could be locked into a situation for months with no recourse if things go awry.

TNT TEAM has placed the ball in your court by offering a cancellation through our "exit" program with no-questions-asked. If you simply are not satisfied with the service, communication, or any other aspect through the selling process, you can terminate the listing agreement at any time. We believe it is your right to do so, but also have the confidence, expertise and experience to sell your home fast for the most money possible. Give us a try!



THE VALUE OF YOUR HOME

We will go through a process of discovery together to determine the fair market value of your home. The Comparative Market Analysis (CMA) Will serve as a barometer of the current market conditions and provide information on a variety of factors which will help us price your property for a successful sale.



FAIR MARKET VALUE

“Market Value” is the highest price at which a property will sell on the open market, given a reasonable time period to find a qualified buyer. The buyer purchases the home with complete understanding and knowledge of the property, with neither buyer or seller being compelled to act under abnormal pressure. A property is “worth” what a buyer is willing to pay for it, which determines what is known as its “Fair Market Value”

The value of your home is based on the following Criteria:

Location, Location, Location!	Prices of similar comparable properties
Condition of property	Recent Sales of competitive properties
Buyer Demand	Availability of Financing
Economic Factors	

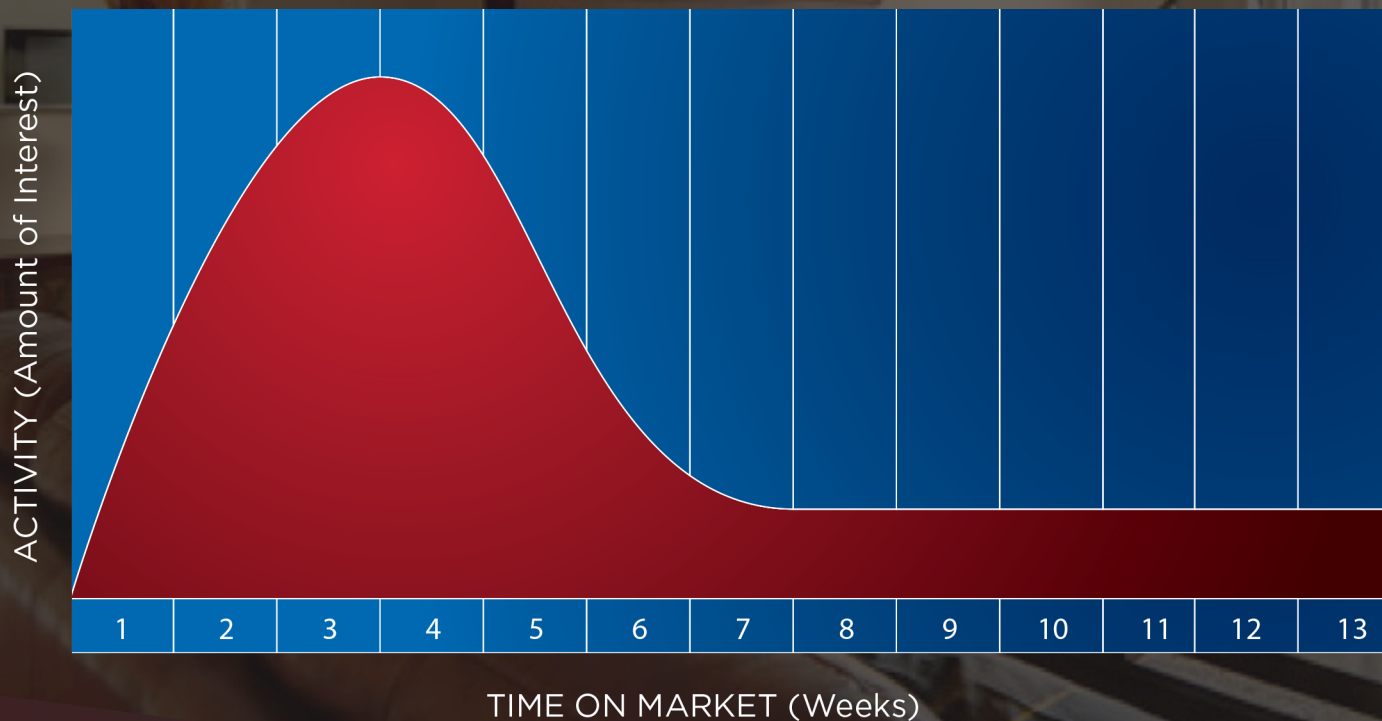
This information is evaluated for the purpose of forming an opinion of the Fair Market Value of your Home under the prevailing conditions at the time of this proposal.

The following are the key factors which will affect the sale of your home.

MARKET FACTORS:	CONTROLLED BY
Price	Seller
Terms	Seller
Condition	Seller
Marketing	REALTOR/ Real Estate Brokerage
Value	Buyer/Market Conditions

THE WINDOW OF OPPORTUNITY

Seller's often make the mistake of wanting to price their homes high at the start, with the assumption that they can always reduce the price to a more realistic level later on. However, interest peaks when your home is fresh to the market and often declines as time goes on.



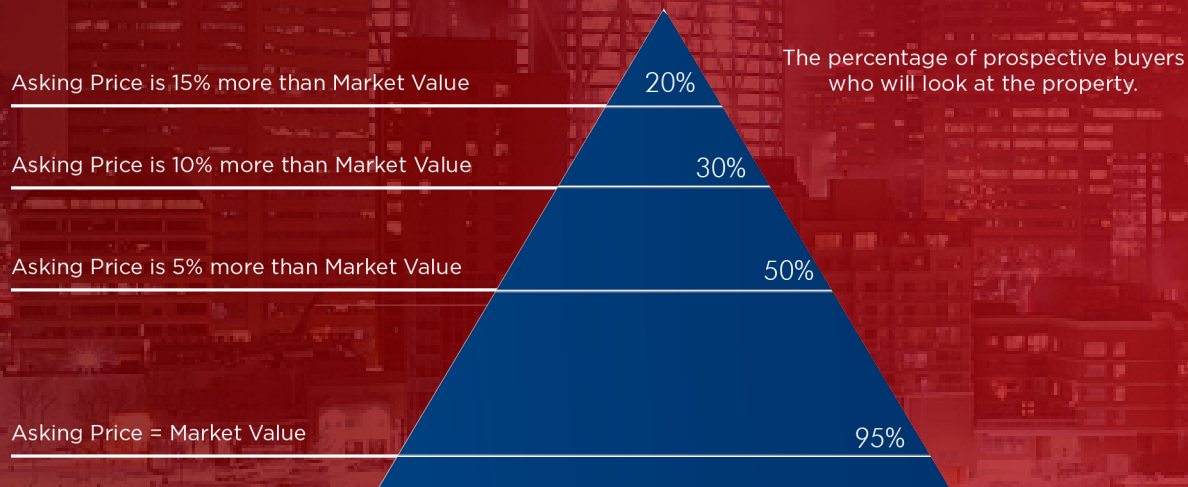
**Graphic for Illustrative Purposes Only*

OPINION OF VALUE

The single most important factor in the marketing of real estate is the opinion of value. Properties priced too high will sit on the market and become “shop worn.” Ideally, the property should be priced at Comparable Market Value. Studies continue to show that a property listed at 15% over market value has a 20% probability of sale; 10% over market value has a 30% probability of sale; 5% over market value has a 50% probability of sale. Properties priced at market value have a 95% probability of sale.

The method most often used in evaluating single family homes is the Comparable Method. A property is worth what the buyer is willing to pay for it and this is determined by the basic laws of supply and demand. These two factors are evaluated by comparing the home with similar homes that have sold within the market area, with appropriate consideration given to location, amenities, lot size, condition, and financing terms.

The resulting range is known as the Comparable Market Value of the subject property:



MARKETING^{AV}

STRATEGYST

MARKETING

MARKETING YOUR HOME

Over the past decade we have seen a significant shift in how people search for homes. Nowadays almost everyone has a smartphone or a computer. Gone are the times when you had to open a phone book or look in the classifieds of your weekly news paper to find what you were looking for. We are now in a digital world.

As such we are always focusing on new and exciting ways to promote our listings. Whether it be, Social Media, Online advertisements or print campaigns you can rest assured that we are always researching and implementing the best techniques and strategies to promote your property.

THE RE/MAX ADVANTAGE

Local and National Advertising TV, Radio, Billboard, Print, and internet ads reach millions of people every day to help RE/MAX agents drive more potential buyers, more showings, and more overall activity to your home.

ONLINE EXPOSURE

With nearly 90% of home buyers beginning their search on the internet, your home will receive extensive online exposure among consumers and Real Estate Professionals across the globe.

The moment your property gets loaded onto the MLS it will immediately be syndicated to hundreds of websites nationally and internationally insuring maximum exposure.

PHOTOGRAPHY AND VIDEO

We cannot emphasize enough how important it is to have good photos of your home. Buyers develop an opinion of a property before ever having stepped foot inside, so its extremely important to showcase your home with expert photography. TNT TEAM only uses the best photographers who specialize in making your home stand out.

With video also becoming increasingly popular in Real Estate we have also started to implement unique video marketing campaigns and property tours for some of our qualified listings

NON HDR VERSUS HDR



NON HDR PHOTO



HDR PHOTO

WEB EXPOSURE

With nearly 90% of home buyers beginning their search on the Internet, your home will receive extensive online exposure among consumers and Real Estate professionals across the globe.



“These are just a small fraction of the online resources we use to market your property. Once your property becomes active on the MLS it will also be syndicated and shared across hundreds if not thousands of other websites. Maximizing your exposure

MARKETING FOR MAXIMUM EXPOSURE

Getting buyers to view your property online is just half the battle. The other half is raising awareness & creating compelling advertisements and print materials to keep them interested.

Here's some of the ways we Maximize Exposure!

Sales Brochures & Fact Sheets: We are committed to marketing your home with High Quality materials that help your property stand out above the rest.

Print Ad's: Not everyone has gone digital, In some instances it is very effective to promote listings in popular publications.

Broker Tours & Open Houses: The broker tour opens your home to agents from other firms. An open house is usually the most convenient time for other agents or potential buyers to come and see your property. We will showcase your home so that it always looks its best for these events.

Signage: Don't underestimate the power of having a RE/MAX Sign on your lawn. Having a reputable brokerage's sign on your lawn is one of the most effective ways to convey to other Realtors and their buyers that you are a serious home owner who's working with a true professional.

Our Network: RE/MAX Real Estate Central is one of the largest Real Estate Brokerages in the world. Not only that but our brokerage has been awarded *#1 RE/MAX Brokerage in the world for 16 consecutive years! This is a tremendous resource for us and our clients as it allows us the opportunity to promote your listing to the other top producing Realtors in the industry. Over 50% of the deals we facilitate take place with other agents in our office.

FOLLOW UP

FINALIZING THE SALE: A myriad of details must be attended to before a sale becomes final. This includes inspections, loan documents, condition removals, and insurance. We will follow through on all of these matters to keep the process proceeding according to schedule and destined for a successful close.

TEAMWORK

Like the process you went through to buy this house, selling your home can be a very exciting event. It can also be an emotional experience. As Real Estate Professionals, we've found that the best way to sell a home is through a partnership - a team consisting of you, us, and the marketing strength and solid reputation of our team and RE/MAX.

The goal of our team is to achieve the best possible price and terms for your home, in the shortest possible time and with the least inconvenience to you. We believe that with our knowledge of the market, RE/MAX's extensive resources and your help in highlighting the selling points of your home, we will be able to accomplish our goal together.

We look forward to having you on our team!



RE/MAX[®]

RE/MAX

40 YEARS OF OUTSTANDING AGENTS & OUTSTANDING RESULTS

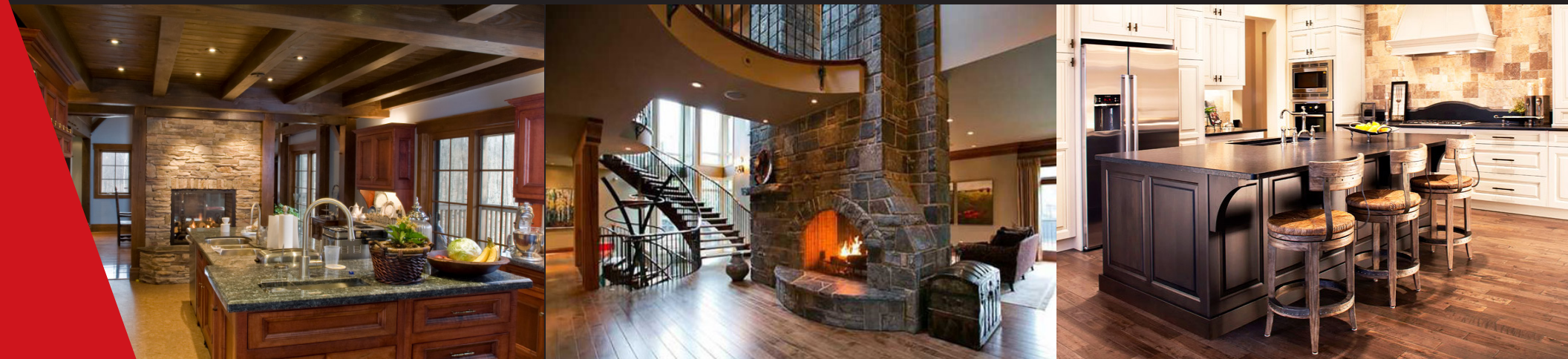
From a single office that opened in 1973 in Denver, Colorado, RE/MAX has grown into a global Real Estate network of franchisee-owned and operated offices with nearly 90,000 Sales Associates.

Those agents constitute the world's most productive Real Estate sales force. Through their efforts, they've made it possible to say that nobody in the world sells more real estate than RE/MAX.

RE/MAX, LLC is a privately held company still based in Denver and led by its founders, Dave and Gail Liniger. The system is based on attracting productive agents and providing them with the valuable support, incredible brand awareness, educational opportunities, and other competitive advantages.

Customer service built on a foundation of drive, experience, and education is the cornerstone of RE/MAX success. The RE/MAX track record built over the past 40 years is proof that a focus on the customer's needs, backed by the ability to deliver, remains as important as ever.

In other words, great things happen when driven individuals come together and treat Real Estate as a profession. And that in a nut-shell, is RE/MAX.



WHY WORK WITH A RE/MAX AGENT?

AN EXPERT AT YOUR SIDE - AN AGENT YOU CAN TRUST

Like Choosing Any Service professional - from an accountant to your family doctor - its important to do your homework before deciding on a real estate agent.

Abilities and experience matter. You want someone with experience, education and a proven track record of successful closings. On all counts, RE/MAX is a great place to start your search. Nobody in the world sells more Real Estate Than RE/MAX and more specifically our Brokerage REMAX Real Estate (Central). In fact in 2014 RE/MAX Real Estate Central was the #1 RE/MAX Brokerage in the entire world for the 15th consecutive year *based on closed transactions. As a Result RE/MAX agents collectively hold more professional designations than agents at any other national real estate company .

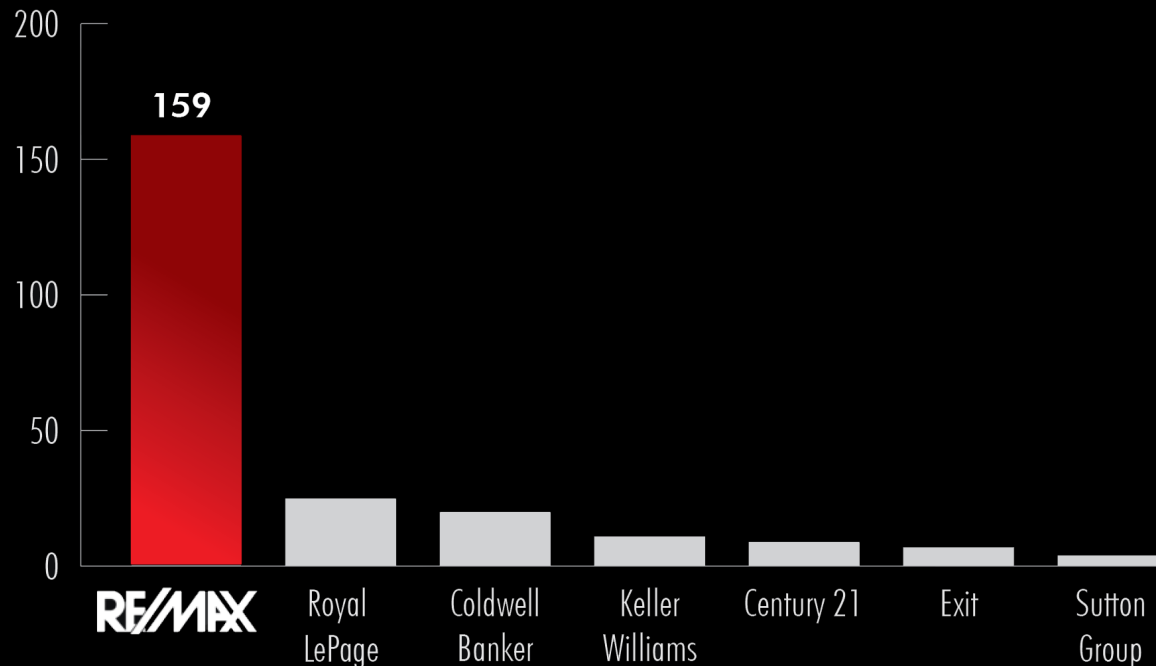
Selling a house can be stressful. Making the decision, preparing the house for sale, keeping it clean, waiting for a buyer, dealing with offers, and advancing to the closing table - all of those steps can involve discomfort. This is a huge financial transaction with many emotional aspects that you can get done with little stress and little worry. It may even be easier than you anticipate.

One thing to keep in mind is that you're not alone. An experienced, Professional RE/MAX Associate can guide you through the process, help resolve any issues that come up, and ensure that your home sells for the optimal price in a timely manner. No one in the industry can compare to RE/MAX associates' knowledge and training in the Real Estate Market.



159 REASONS WHY RE/MAX IS NUMBER 1

CANADIAN TOP 250 REAL ESTATE BROKERAGES RANKED BY CLOSED TRANSACTIONS



WE DIDN'T JUST MAKE THE LIST, WE DOMINATED IT!

Once again, an independent, unbiased third party has recognized RE/MAX as the commanding presence in Canadian Real Estate. Real Trends, the leader in performance ranking for residential brokerages, has identified 159 RE/MAX Brokerages in this year's Top 250 report.

It's more undeniable proof that RE/MAX has the most productive agents in Canada.

BRAND RECOGNITION

MARKETSHARE AND AGENT PRODUCTIVITY

Nobody in the world sells more real estate than RE/MAX, and RE/MAX Associates average more sales than any other real estate agents.

BRAND NAME AWARENESS

RE/MAX is the most recognized brand in real estate. Our national advertising campaign positions the RE/MAX name in front of millions of buyers and sellers all over the country and is designed to keep the brand, as well as remax.com, top-of-mind when someone decides it is time to buy or sell their home.

ADVERTISING

In Canada, RE/MAX has the real estate industry's strongest presence in national television advertising, helping to make the red, white, and blue RE/MAX hot air balloon one of the most recognizable business logos in the world.

WEBSITE TRAFFIC AND ONLINE SEARCHES

Remax.ca is the most visited real estate franchise website attracting over 250,000 unique visitors every month in Canada. RE/MAX's internet presence attracts nearly 50 million potential buyers and sellers annually. When consumers search online, "RE/MAX" is the most used search term among real estate brokerages.

PROFESSIONAL EDUCATION

RE/MAX Associates lead the industry in professional designations.

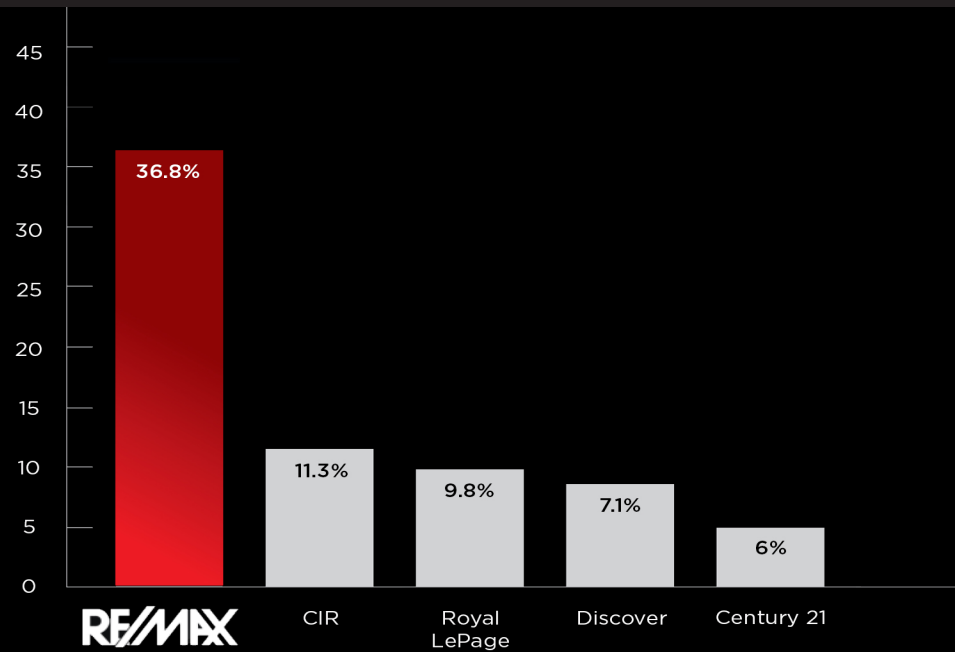
THE NUMBER OF COUNTRIES SERVED

RE/MAX is in over 93 countries, more than any of its competitors.



RE/MAX AGENTS OUTSELL THE COMPETITION

CALGARY, ALBERTA

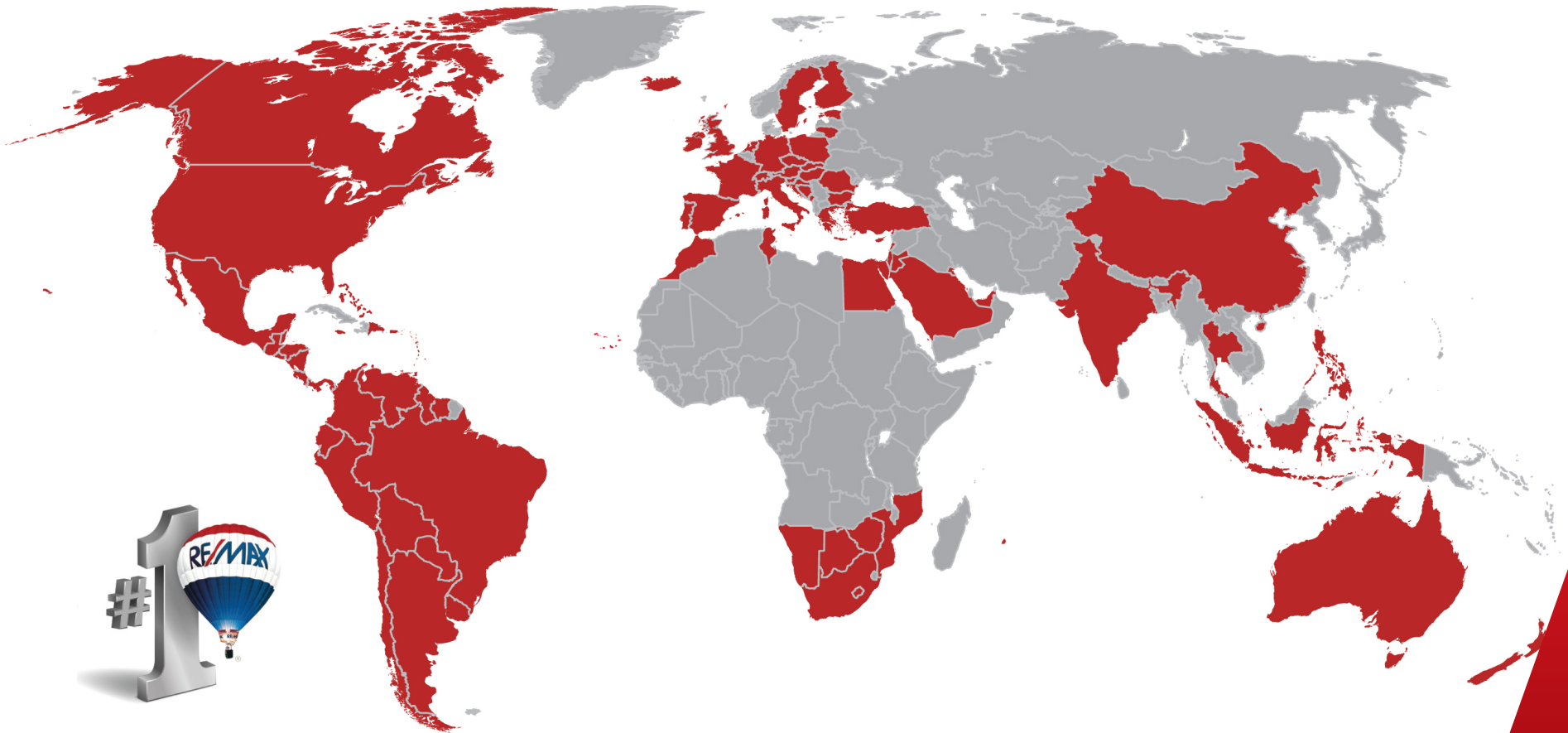


*All other brokerages 19%

LOCAL EXPERTS, GLOBALLY CONNECTED!

Tapping the global scope and phenomenal presence of the RE/MAX International network gives RE/MAX a unique and powerful advantage over any other real estate organization.

Having access to thousands of international referral sources is key to finding qualified buyers and sellers. RE/MAX China is among the newest regions, and it will take RE/MAX into an exciting new frontier. Through a network of over 90,000 associates in more than 93 countries, RE/MAX has the inside track on buyers and sellers around the globe.



RE/MAX'S 24-7 EXPOSURE

With RE/MAX, you have access to the #1 real estate company website in the world—remax.com is one of the most visited real estate franchise websites, attracting millions of people every month.

REMAX.COM and The REMAXCollection.com

With over 4 million unique visitors quarterly, remax.com is a leading real estate resource for consumers. More than 130,000 leads are generated each month from interested home buyers. Your RE/MAX Associate is immediately notified when a visitor has expressed interest or requested a showing on your property. Theremaxcollection.com features only the most prestigious properties in each market.

GLOBAL.REMAX.COM

The first real estate company with true global reach, global.remax.com markets your home to 97 countries in minutes, translating your listing into 26 languages.

REMAX.CA

Through our massive online, television, outdoor and print ad campaigns, generating valuable exposure for your listing in over 93 countries around the world. Prospective buyers go to our websites remax.ca and global.remax.com to search for listings in their cities and towns.

MOBILE REMAX.CA

RE/MAX Canada has made it very simple for their customers to review a property for sale, remax.ca is designed to be compatible with all smart phones. By simply logging into remax.ca users can view favorites and browse as they would on a desktop, without downloading any applications.





JACQUIE TROUGHTON

REALTOR®

403 708 6649.Direct
jacquie@tntteam.ca

FRANK TROUGHTON

REALTOR®

403 540 1013.Direct
fjtroughton@telus.net

ZACH TERLIER

UNLICENSED ASSISTANT

403 771 1336.Direct
zach@tntteam.ca

RE/MAX®

REAL ESTATE (CENTRAL)

#206 2411 4 ST NW, Calgary, AB T2M 2Z8

Each office Independently owned an operated



www.tntteam.ca