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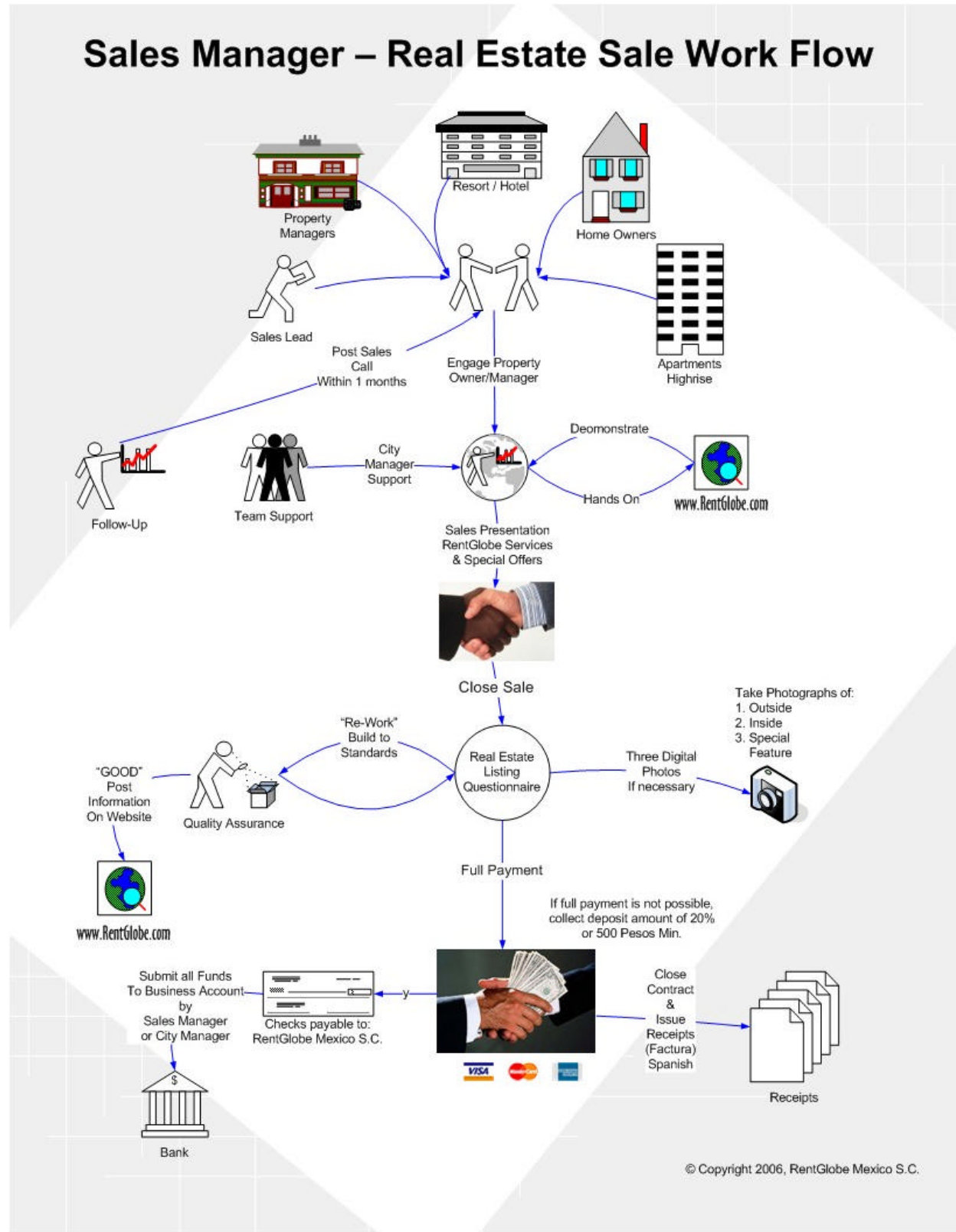
Training Session IV



Sales Manager Hands On



RentGlobe.com Processes





Description: The Sales Manager – Real Estate Sale Work flow

The Sales Manger can negotiate the sale of RentGlobe.com Real Estate services with any of the following:

- Resort /Hotel
- Private Property Owners
- Apartment / High Rise / Multi-unit Property Owners/Managers

A Sales Manager may even get sales leads for any of the above.

Before negating RentGlobe.com services the Sales Manager must be sure they are speaking to the owner/manager or the person in charge.

The Sales Manger will give their sales presentation using the techniques learned in training sessions. The Sales Manger will also demonstrate how the RentGlobe.com system will benefit the customer – what is in it for me. The City Mangers can Sales Support by providing leads or assist in the actually closing of the sale. The Sales Manager must Close Sale. A closed sale is:

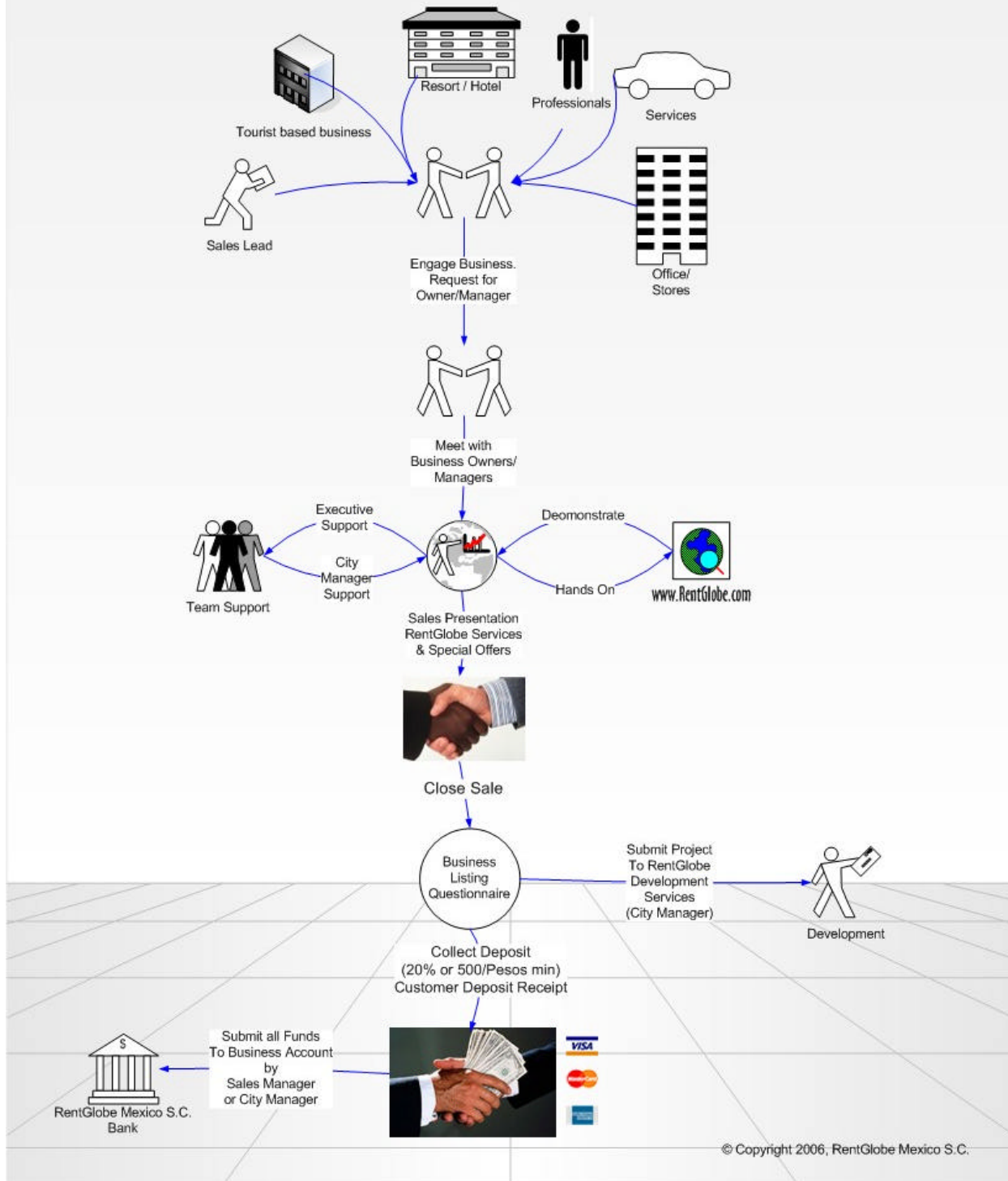
- Having a completed Real Estate listing questionnaire
- Entering the information from the questionnaire onto the RentGlobe.com system.
- Collecting full payment from the customer.
- Giving the Customer a Receipt.

The City Manager or Sales Manager may deposit monies collected from the Sales.

The Sales Manager must return to the customer within one month to follow up on sale and also to advertise additionally RentGlobe services.



Sales Manager – Business Customer Engagement Work Flow



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Description: The Sales Manager – Business Customer Work flow

The Sales Manger can negotiate the sale of RentGlobe.com services with any of the following:

- Resort /Hotel
- Tourist based business
- Services (companies)
- Professionals
- Offices/Stores

A Sales Manager may even get sales leads for any of the above.

Before negating RentGlobe.com services the Sales Manager must be sure they are speaking to the business owner/manager or the person in charge.

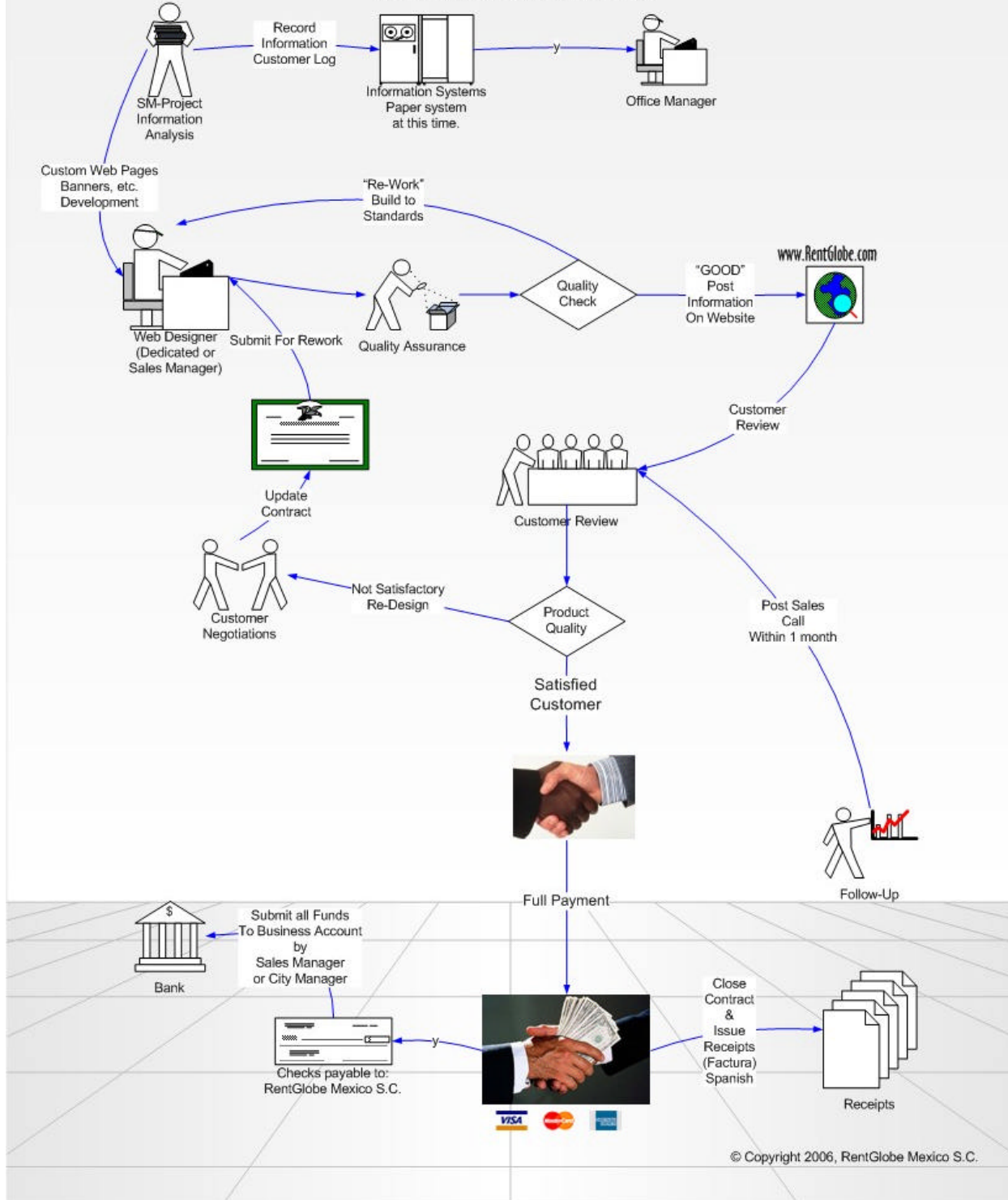
The Sales Manger will give their sales presentation using the techniques learned in training sessions. The Sales Manger will also demonstrate how the RentGlobe.com system will benefit the customer – what is in it for me. The City Mangers can provide assistance if necessary. The Company Executives are there as a backup to the City managers.. The Sales Manager must Close Sale. A closed sale is:

- Having a completed business listing questionnaire
- Submitting the Project to the City Manager for Development
- Collecting a Deposit from the customer for 20% of the project cost or 500 pesos.
- Giving the Customer a deposit Receipt

The City Manager or Sales Manager may deposit monies collected from the Sales.



Sales Manager – Business Sale Development and Contract Close



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Description: Sales Manager - Development and Contract Close

Both the City and Sales Managers are responsible for the development of the contracted project. The following is required to insure complete product development and successfully close the contract.

Project Management must analyze and record project information (information obtained from Questionnaire) *(note: currently we are using a paper system for this purpose but soon this process will be via computer database etc.)*

The City manager must submit project to the designer *(note: the designer can sometimes be the Sales Manager if he/she is qualified)*. The designer will carry out the customers design requests to create on of the following:

- Webpage
- Business Ad
- Banner
- Coupon

After the Web Designer has completed the above he would forward it to the City and Sales Managers for Quality Assurance testing. If the product tests are successful *(according to contract)* then the Web Designer must put the product *(webpage, ad, banner, etc)* on the website. If the product tests show problems then the City and/or sales manager must send it back to designer for it to be reworked.

After the product is posted to the website, the Sales Manager must review the product with the customer. If the customer is not satisfied with the product then the Sales manager must negotiate any changes etc with the customer and send the product back to the Web Designer with new requirements after updating the contract.

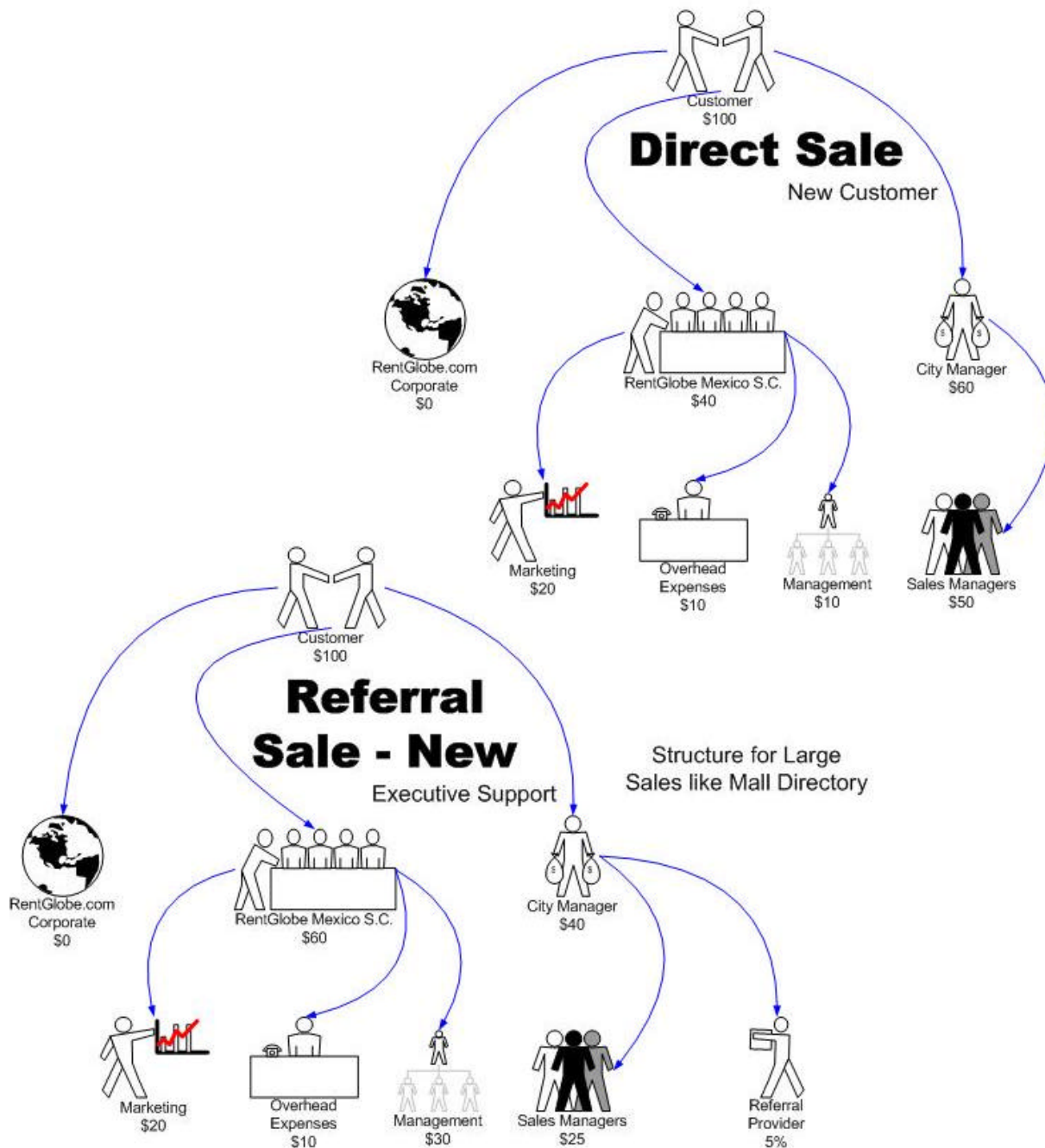
If the customer is satisfied then the Sales Manager must collect the final and full payment for the work. There are a variety of payments methods that are acceptable. *(see development and contract close work flow)* Checks should be made out to "RentGlobe Mexico SC". The Sales Manager must issue a receipt (factura). The City or Sales manager must deposit money received into the bank.

The Sales Manager must return to the customer within one month to follow up on sale and also to advertise additionally RentGlobe services.



Commissions Model

For 3 months ending April 15, 2006



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