



## Chapter 8 Summary

### Advertising

#### Advertising Real Estate Practice

**Institutional advertising** attempts to establish a positive image of the company, its services and its reputation in the minds of the public – aims at increasing sales by informing the public of the company's capabilities.

**Product advertising** is directed toward the particular products of a company that for sale – and likely will not be direct competition with the sale of other items.

#### Advertising

- **Capture the reader's attention** – the step is critical. You can't deliver your message to the reader until you've grabbed his or her attention.
- **Arouse interest** in your product – pique the reader's curiosity about what you are offering.
- **Create a desire** for the product – present enough signs that readers' confidence in your firm and your product.
- **Present the reader an action** – such as calling, or mailing or visiting you or your office.

To avoid confusion with their advertising plan, many firms choose to have a single person in the office in charge of:

- watching advertising costs, controlling volume, scheduling the advertising that meets the objectives, comparing advertising data and evaluating the effectiveness of the ads placed.

#### Advertising Laws

- Any person who advertises and is not licensed is subject to a fine or imprisonment.
- When advertising in the internet about real estate services, a licensee must identify the name of the broker.

**Truth in Lending** prohibits both **direct** and **indirect** advertising – advertising that is primarily that an agent doesn't intend to sell and for which buyers are either prospective the agent has for sale.

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**Michal Rosen-Zvi**



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