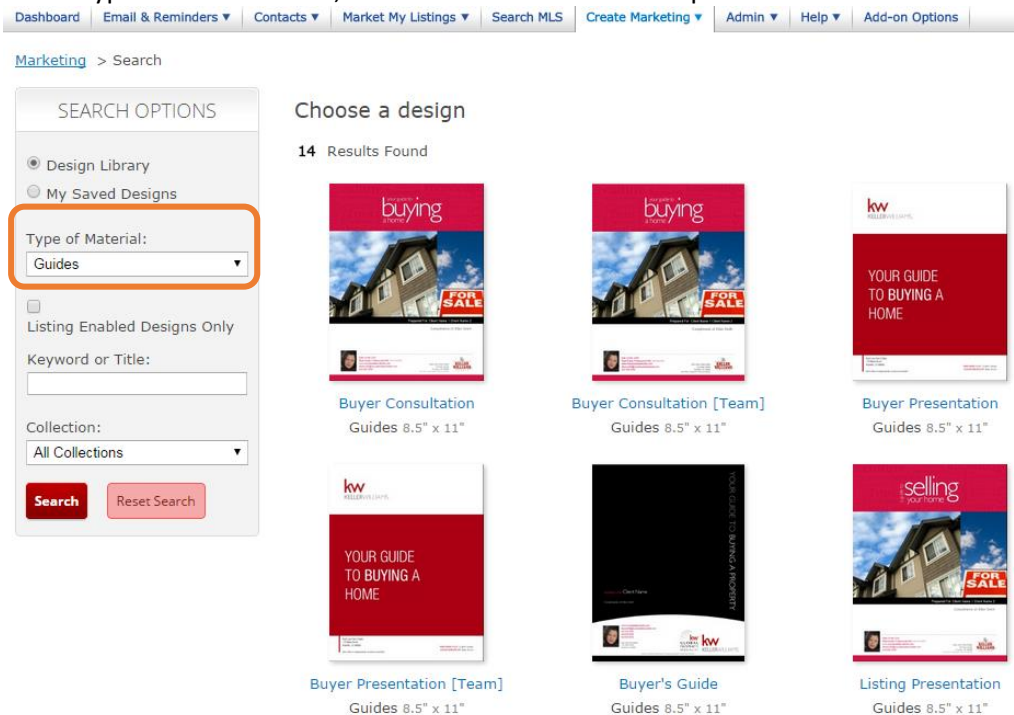


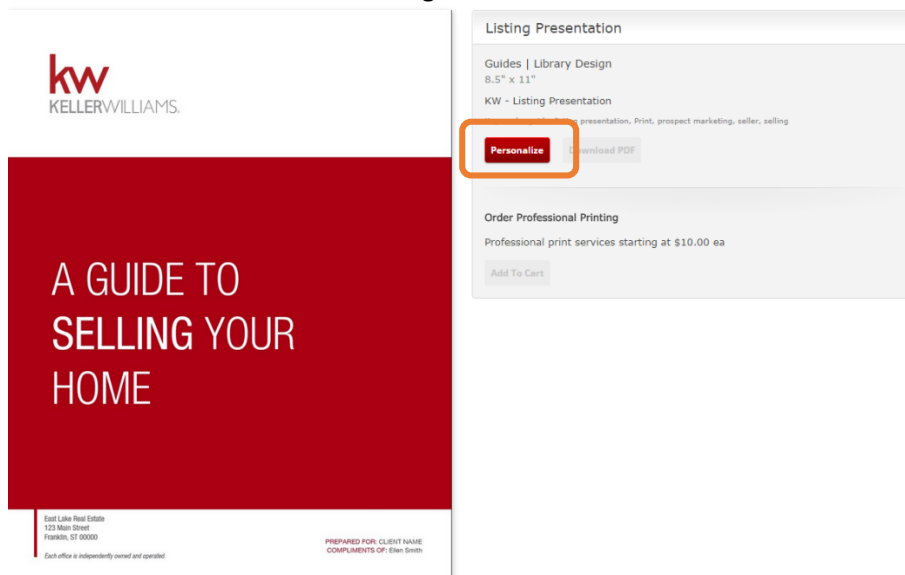
Create Client Presentation Guides

The buyer and listing guide templates in eEdge are tools you can use throughout your client presentations to keep you on track. They enable you to take a systematic approach to working with clients—delving into their needs, wants, and values, and showcasing your services. Most importantly, these presentations will educate and set expectations for the way you work.

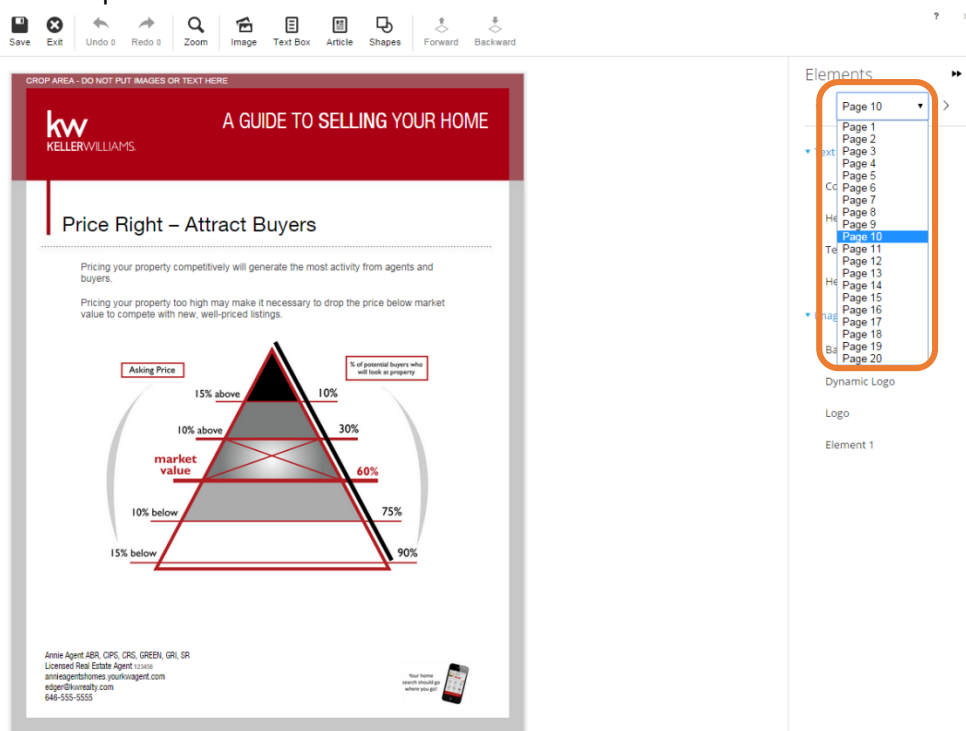
1. To browse the available designs, click **Create Marketing > Design Library** from the eEdge menu.
2. In the Type of Material field, select “Guides” from the drop-down list.



3. Click the thumbnail of the design you wish to use.
4. Click **Personalize** to customize the guide.



5. This will open the template in the Marketing Design Editor.
6. Use the page navigation controls to review and edit each page, one at a time. You'll notice placeholders throughout the guide for you to enter your clients' names, your name, and your own unique content.



7. Make any edits, referencing the section "Using the Marketing Design Editor" in this guide.
8. When you've finished your edits, save the design with a new name so you can access it later in your saved designs library.
9. After saving, exit the marketing design editor, and you'll be prompted with options for delivering your guide to your client.