# CONDOS TO CASTLES Journey of Mike Bui

### @WHOISMIKEBUI









### MINDSET

- Poll
- What's the definition of luxury in our market?
- "I can't do that until I have this..."
- Common misconceptions

## "MARKETING" MATTERS ALWAYS Create an Experience | Lifestyle | Branding

- Do you Xerox? What is 110# print?
- Do you flyer or brochure? Or booklet?
- What's your definition of QUALITY? For sale sign, business cards, print, online(website), video, social, staging/design, photography, [PORTFOLIO]
- Where do you advertise? And how?
- What company are you with? Why? Does your company your with align with you?
- How do you dress? To impress or to be cool
- How's your show-person-ship?

All of this combined creates a perception of you, your clients and ultimately the home value

### DO YOU XEROX?

What is 110# print?

# DO YOU FLYER OR BROCHURE? OR BOOKLET?

Large Trifold

**INSIDE** 

IDE



Live in the highly desired AUSS high rise in the heart of downtown San Jose. The unit features memoriting northern views over San Jose as price and bappord. With a modern binnig/desireg nore and Sedorom, as will as sighth, stateless steel with the second state of the second state of the second state of the second state of the energy the packs of downtown hisning. The bathroom has been expedied with walk-in shower and custom titing, and the unit also features a deer area that can be used as a home office or even upset and, in addition, that will also beasts extra storage, a borus that not all units have. Live in bursey with concienge excites storage, a borus that not all units have. Live in bursey with concienge excites, workson in the fitness center external femily and therefore, burged by the good and outdoor femilies, or relias in the jack. Livestile in the high femilies and the second of the second of the second of the second of the femilies and the second of the second of the second of the femilies and the second of the second of the second of the femilies and the second of the second of the femilies and the second of the second of the femilies and the second of the second of the femilies and the second of the second of the femilies and femilies and

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PRICE AVAILABLE UPON REQUEST



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#### OUTSIDE

















# DO YOU FLYER OR BROCHURE? OR BOOKLET?

Gatefold

INSIDE OUTSIDE



Sky Tower soils over the town of Los Galos, providing some of it of most specification view of Sillicon Naley and beyond. Lest than a mimost specification view of Sillicon Naley and beyond. Lest than a mithan meander throughout the land soils on over 1.3 across. Beautif architecture and design are on display with exposed beaution hardwood flooring, a newly remodated kitchin with Solzero Mich and Discor gas cooking, nivering format dimany room, and retrast-viil outdoor living spaces. The socious master scale boosts a jetted of outdoor living spaces. The socious master scale boosts a Serving workshop, 5 decks to take in all the views, and many other featur that mise like his own one one you don't send to miss.

CARS+3 | YEAR BUILT+1983

SKYTOWERLOSGATOS.COM



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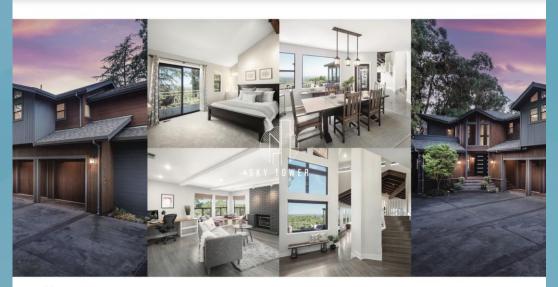














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# DO YOU FLYER OR BROCHURE? OR BOOKLET?

Booklet







### WHAT'S YOUR DEFINITION OF QUALITY?

For sale sign, business cards, print, online (website), video, social strategy, staging/design, photography [portfolio]

# RIDERS AND LISTING SIGNS



### **BUSINESS CARDS**



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## PROPERTY WEBSITE





#### SKY TOWER SOARS OVER THE TOWN OF LOS GATOS.

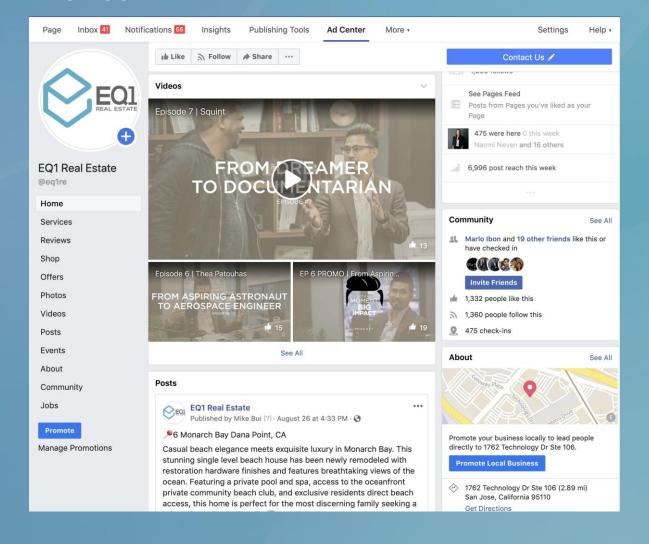
18640 OVERLOOK RD, LOS GATOS, CA 95030 PROPERTY DETAILS | PRICE UPON REQUEST 5 BED | 4.5 BATH | 5,096 SOFT | 1.38 ACRES

Sky Tower soars over the town of Les Gates, providing some of the most spectacular views of Silicon Valley and beyond. Less than a mile to downtown Los Gatos, you'll have your own screen evalking paths that meander throughout the lish easis on over 13 acres. Beaufiful architecture and design are on display with exposed beams and clean, crisp lines. Sky Tower boasts modern hardwood flooring, a sleek, newly remodeled kitchen with GE Monogram fridge and Dacor gas cooklop, invitting formal dining room, cozy family room with wet bar and gas fireplace, and many retreat-like butdoor living spaces. The spacious master suite boast paths that the suited to the substitution of walk-in closets and storage space, and breathtaking views from all the windows, including the closet! Entertain friends and family outside in the zen-like backyard, or take in the views and enjoy a glass of red in the evening from one of the 5 decks at Sky Tower. The home also features an au-pair unit with private entrance on the lower level, 3-car garage with storage space and workshop with sink, as well as so many other features that make this home one you don't want to miss.



#### SOCIAL MEDIA

#### **FACEBOOK**



#### **INSTAGRAM**



### STAGING





### PHOTOGRAPHY



# WHERE DO YOU ADVERTISE? AND HOW?

Leverage Global Partners

### WHAT COMPANY ARE YOU WITH? WHY?

Does your company align with you?

### HOW DO YOU DRESS?

To impress or to be cool?



# HOW IS YOUR SHOW-PERSON-SHIP?

All of this combined creates a perception of YOU, your clients, and ultimately, the home value!

#### CONTACT

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"Incredible things start to happen when you give as much energy to your dreams as you do to your fears"

If you fail, never give up because F.A.I.L. means "First Attempt in learning"

END is not the END in fact E.N.D. Means "Effort never dies" If you get a NO as an answer, remember N.O. means "Next Opportunity"

The Power of Positive thinking....some IG meme

Impossible just takes a little bit longer... Mike Bui