



PROVIDING COSTA RICAN DEVELOPERS WITH NORTH AMERICAN BUYERS

Customer Management for Real Estate Developers, Builders and Trades



Whale Bay Management Group Inc.

301 Bryne Drive, Suite 7
Barrie, Ontario L4N 8V4
www.whalebaygroup.com

FOR MORE INFORMATION
705.300.0231
hello@whalebaygroup.com

▶ WHO WE ARE

We are an International marketing company that creates and applies proprietary methods to sell-out pre-construction projects. With over 20 years' experience, we are experts in bringing cash buyers to any qualified Developer.

Described in this document, our sales & marketing wheel 'The Wheel' will provide a visual representation of our process.



Customer Management for Real Estate
Developers, Builders and Trades

FOR MORE INFORMATION
705.300.0231
hello@whalebaygroup.com
www.whalebaygroup.com

THE WHEEL OUR SALES & MARKETING PROCESS

We have refined our process in a way that can be broken down into 5 steps, as shown here.

This 5-step process is repeated as many times as necessary to reach sell-out status.



Customer Management for Real Estate
Developers, Builders and Trades

FOR MORE INFORMATION
705.300.0231
hello@whalebaygroup.com
www.whalebaygroup.com

▶ SHOW

Throughout United States, Europe and Canada, we travel and engage with buyers looking for real estate opportunities in Costa Rica.



Customer Management for Real Estate
Developers, Builders and Trades

FOR MORE INFORMATION
705.300.0231
hello@whalebaygroup.com
www.whalebaygroup.com

PRESENTATION

Through presentations we focus on specific projects offered by Costa Rican developers to groups qualified as cash buyers for pre-construction or existing developments.



Customer Management for Real Estate
Developers, Builders and Trades

▶ TRAVEL

We travel to Costa Rica with potential buyers, on scheduled monthly marketing trips. Our administrative handles all buyer travel itineraries from airline bookings and hotel stays, to transportation and tourism. We manage their entire trip!



Customer Management for Real Estate
Developers, Builders and Trades

FOR MORE INFORMATION
705.300.0231
hello@whalebaygroup.com
www.whalebaygroup.com

► PURCHASE

Now that the buyers are in Costa Rica we embark on tours of the area; our purchasing tours include trips to towns, villages, shops, restaurants, grocery, banks, beaches, rivers, waterfalls, doctors, wildlife, hardware stores, neighbours & locals.

The purchase commitment happens after buyers have experienced the development and community.



Customer Management for Real Estate
Developers, Builders and Trades

FOR MORE INFORMATION
705.300.0231
hello@whalebaygroup.com
www.whalebaygroup.com

ADMINISTRATION

Administrative is the glue that holds everything together! Social media, photo/video updates, office appointments, conference calls and phone/text communication is our daily routine. Maintaining buyer excitement through the construction process is an 'art form' and requires very specific management.



Customer Management for Real Estate
Developers, Builders and Trades

FOR MORE INFORMATION
705.300.0231
hello@whalebaygroup.com
www.whalebaygroup.com



WHALE BAY

MANAGEMENT GROUP INC.

Customer Management for Real Estate
Developers, Builders and Trades

FOR MORE INFORMATION

705.300.0231

hello@whalebaygroup.com

www.whalebaygroup.com

