

## Andrew's Buyer Service Pledge (Web Version)

### Your Role

- 1) **get pre-qualified.** This serves two purposes. First, it *demonstrates* your financial ability to purchase a Seller's property. Second, you can determine what you are *comfortable spending* both up-front in terms of **closing costs** and in the longer term as far as **monthly payments**.
- 2) **hire me.** PA state law *requires* that I provide my prospective clients with a form called the **Consumer Notice**. The form defines the various relationships available for us and it clearly states that we have *no* formal business relationship *unless and until* we sign a formal contract. The **Buyer Agency Contract** *specifies* how long we will work together, my fee, how it is paid and what I commit to doing for you.
- 3) **the search** involves three aspects: *identifying* properties, *investigating* them and *making an offer*. **The goal is to get inside the best houses as soon as possible to eliminate competition.**
- 4) **Making an offer and getting to settlement:** The goal is get a property "under contract" and then make sure it is the right one for you.

### My Role

- 1) **My primary role is to be the "Director"**. My resume and related information, in addition to my web site and blog, will show you my qualifications.
- 2) **Once hired, I have a *fiduciary* duty to you.** The details are listed and described on the **Consumer Notice** and the **Buyer Agency Contract**.
- 3) **We need to discuss your wants and needs.** However you become aware of a property, your role is to evaluate it/ them to determine which properties you to see.
- 4) **Once you let me know that you want to see inside any house(s),** I need to review the property information and showing instructions to avoid any surprises.
- 5) **Once you find something you like,** we need to discuss whether you would like to make an offer. My job is to write your offer, get your questions answered and to work with you each and every step of the way to maximize your effort to buy your first or next home.

There are times where a relationship hits a wall and there are times when it is best to end it. A proper foundation ensures success. Open and honest communication at the outset may demonstrate that a business relationship is not ideal.

The agent-client relationship requires a common cause, mutual respect and a lot of effort and dedication on both parts.