

Buyer Client *or* Customer: Having Me Represent You Has Many Advantages

<u>Buyer's Services and Duties Provided</u>	<u>Buyer's Agent</u>	<u>NOT Buyer's Agent</u>
Arrange property showings	✓	✓
Assist with arranging financing	✓	✓
Provide accurate information	✓	✓
Explain the process, forms and agreements	✓	✓
Monitor escrow and closing activities	✓	✓
Give you advice and counsel	✓	NO
Keep your "position" confidential	✓	NO
Promote and protect your best interests	✓	NO
Negotiate the best price and terms for you	✓	NO
Point out reasons not to buy (resale?)	✓	NO
Enhance your bargaining position	✓	NO
Write the offer with your best interests in mind	✓	NO

Would you like me to *represent* you? If you want me to "protect and promote" *your best* interests, our business "relationship" must be documented in writing (it's the law). Agents work *for* clients and *with* customers. **Which would you prefer?**

I can receive my fee for services in any of the following ways:

- I can receive the fee that the seller's broker advertises in the MLS;
- I can be partially *or* completely compensated directly by you. In that scenario, we can *either reduce* your offer by the amount you pay my broker or we can include a "seller assist" for that amount in your offer;
- For properties not listed with a Real Estate company, my fee will *either* be in addition to the amount you offer the seller or paid by the seller and reflected in your offer to them.

There is no time for inexperience, empty promises *or* false expectations!

HIRE WISELY: We are not "all the same"!