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to today's webinar:

How to Create Buyer Loyalty So They Buyer From YOU

We will begin shortly!
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- ✓ **Text your questions using the control panel. We will take as many questions as we are able**

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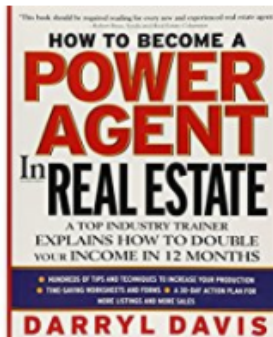
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- Darryl Davis
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2002

by Darryl Davis

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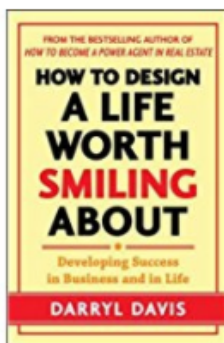
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by Darryl Davis

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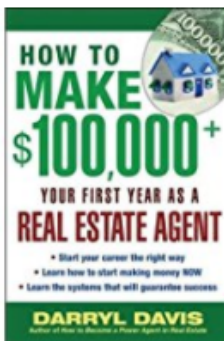
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by Darryl Davis

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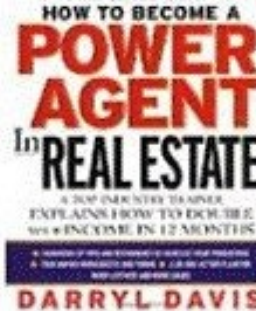
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IN 12 MONTHS

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DARRYL DAVIS

LOOK INSIDE!



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WELCOME
to today's webinar:

**How to
Create Buyer
Loyalty So They
Buyer From YOU**





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sales pitch?**

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POWER AGENT®

Coaching Members Private Group



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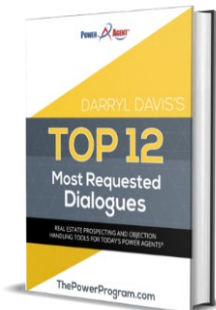


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184 Ways An Agent Earns Their Commission \$47

WELCOME

to today's webinar:

How to Create Buyer Loyalty So They Buyer From YOU






Going Wide



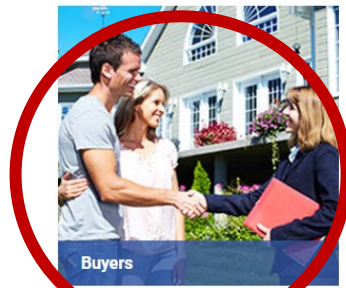
**Going Wide
Vs
Going Deep**

- 
- 1. Concepts to Working With Buyers**
 - 2. Handling the Initial Contact**
 - 3. The 6-Step Buying Process In The Initial Face-to-Face Meeting**
 - 4. Showing property**

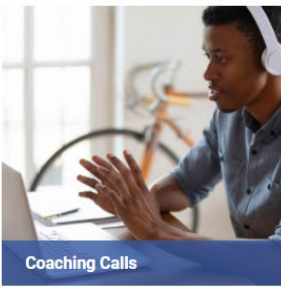


Working Buyers In Today's Market

WELCOME SARAH! ARE YOU READY TO HAVE A POWERFUL DAY?



Buyers



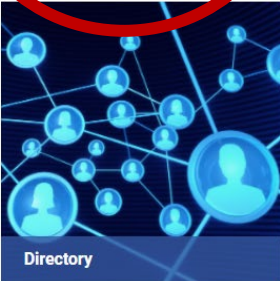
Coaching Calls



CRM



Darryl's Top Picks



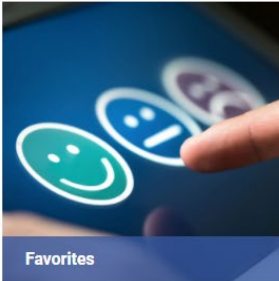
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Facebook



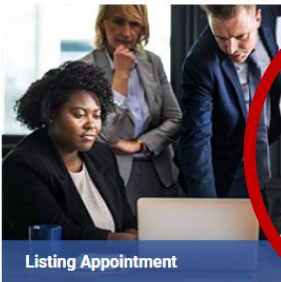
Farming & Self Promotion



Favorites



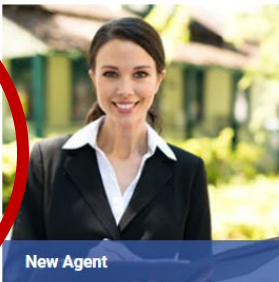
Infographics



Listing Appointment



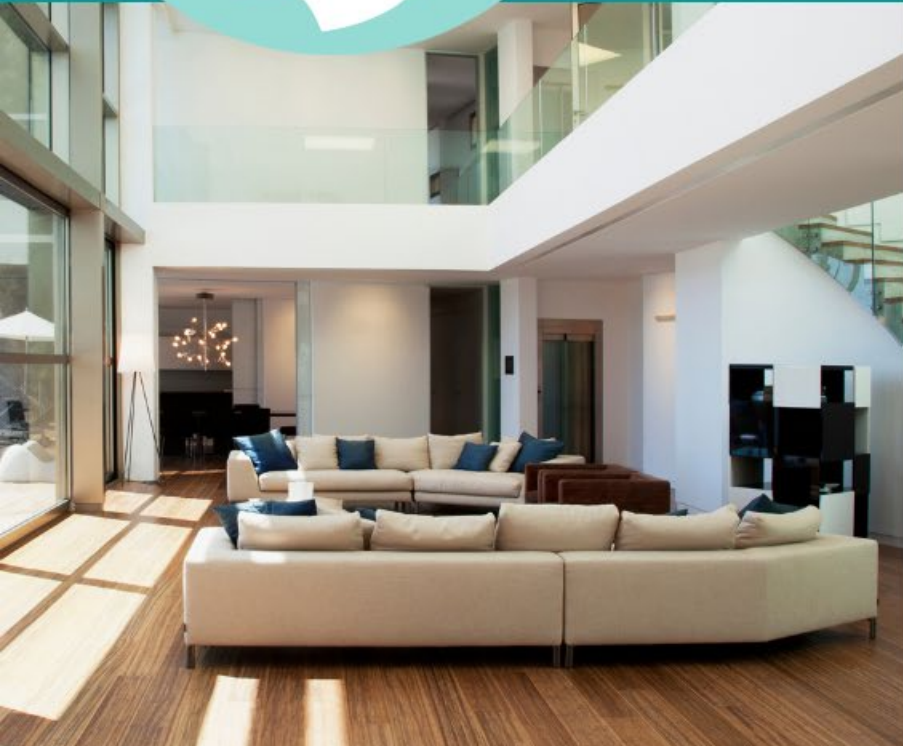
Negotiating Offers



New Agent



Concepts To Working With Buyers



- 1. To find buyers you can:**
 - Do an open house for another agent**



I followed Darryl's marketing suggestion and did two open houses for another agent. I may have picked up four new buyers because of it!

Debbie Fayyad, Power Agent®
Long and Foster



FOLLOW UP TO OPEN HOUSE DIALOGUE

Step 1 Identify

Hello, may I speak with Mr. Jones?

Step 2 Introduce

Hi, this is Darryl Davis with Power Realty, how are you?

Step 3 Clarify

The reason I'm calling was to thank you so much for stopping by our open house on (date here) at (address here)!

Step 4 Ask questions to determine their commitment

This house, if you remember was a ___ bedroom ___ bath, at (price). If that's the style and price range you're looking for, there's some new listings that came on the market that are really awesome.

A) Is this the style of house that you were looking for?

(From this point forward, just ask questions related to style of house, space needs, schools, etc. to find out their commitment.

Step 5 Invite Action

In my office, we have something called the 6-step buying process that is designed to help you find the right house with the least amount of aggravation. So, what I'd like to do, is to find the time when you can come in so I can share this valuable process with you, and we can go take a look at those amazing new listings before they get sold.

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Concepts To Working With Buyers

- 1. To find buyers you can:**
 - **Do open house for another agent**
 - **Advertise a FREE Home Buyer's Guide**

28 Page Buyer Guide

BUYER'S Guide To Real Estate



THE STEP-BY-STEP PLAN TO
PURCHASE YOUR NEW HOME

BUYER'S Guide To Real Estate

Buying a home is a big decision! Perhaps even more so today, as the housing market and economy are adjusting to the ever-changing circumstances around us. Want you to know that there is help every step of the way.

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Understanding the Housing Market

Finding a new home can be an exciting experience, even if the process seems daunting. This guide is for anyone considering the purchase of a new home, particularly those who are first-time homebuyers. It covers the most people looking to purchase right now, the pros and cons of the market, and what you need to know to get started. This guide is for anyone who is ready, and even more importantly, who is ready to take a step forward through the process of buying a home.

Real Estate Market Cycles

The real estate market is the most thing in life and business - constantly changing. That's why it's important to have a professional who can help you understand the market and what it means for you and your budget. This guide is for anyone who is ready, and even more importantly, who is ready to take a step forward through the process of buying a home.

Is Now a Good Time to Buy?

There are pros and cons to buying a home now, and it's important to have a professional who can help you understand the market and what it means for you and your budget. This guide is for anyone who is ready, and even more importantly, who is ready to take a step forward through the process of buying a home.

What's That Other Year Cost?

When it comes to your home, there are many costs involved. This guide is for anyone who is ready, and even more importantly, who is ready to take a step forward through the process of buying a home.

This Process Isn't Your Average

Buying a home is a big decision, and it's important to have a professional who can help you understand the market and what it means for you and your budget. This guide is for anyone who is ready, and even more importantly, who is ready to take a step forward through the process of buying a home.

Do I Need a Buyer's Agent?

There are pros and cons to buying a home now, and it's important to have a professional who can help you understand the market and what it means for you and your budget. This guide is for anyone who is ready, and even more importantly, who is ready to take a step forward through the process of buying a home.

10 Things to Consider When Choosing Your New Home

When it comes to your home, there are many costs involved. This guide is for anyone who is ready, and even more importantly, who is ready to take a step forward through the process of buying a home.

Virtual Home Viewing

There are pros and cons to buying a home now, and it's important to have a professional who can help you understand the market and what it means for you and your budget. This guide is for anyone who is ready, and even more importantly, who is ready to take a step forward through the process of buying a home.

Let the House-Hunting Begin

This is the exciting part! You have been preparing yourself for this moment, and now it's time to start looking for your new home. This guide is for anyone who is ready, and even more importantly, who is ready to take a step forward through the process of buying a home.

Identifying your "Must-Have" and "Nice-to-Have"

When it comes to your home, there are many costs involved. This guide is for anyone who is ready, and even more importantly, who is ready to take a step forward through the process of buying a home.

Things to Think About When Considering a Home

There are pros and cons to buying a home now, and it's important to have a professional who can help you understand the market and what it means for you and your budget. This guide is for anyone who is ready, and even more importantly, who is ready to take a step forward through the process of buying a home.

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YOUR NAME, YOUR COMPANY

Buying a home is a big decision!

If you've thought about buying - now, or in the near future - and you want to ensure that the experience is as smooth and easy as possible, this guide is for you! With no stone left unturned, this 38 page manual will help you every step of the way.

Call me today, I can help!
Name, Cell Phone, Email

Call me today for help buying or selling!



Name,
Title
Company Name
Cell Phone
Email
Website



The safety of our buyers and sellers is our top priority. Ask me about our SAFE Listing and Selling practices and how we can help you sell your home and buy your dream home safely.

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Social Media Posting

YOUR NAME, YOUR COMPANY

Get a Copy of Your 35+ Page Buyer's Guide to Real Estate

Buying a home is a big decision!

If you've thought about buying - now, or in the near future - and you want to ensure that the experience is as smooth and easy as possible, this guide is for you! With no stone left unturned, this 38 page manual *will help you every step of the way.*

Call me today, I can help!
Name, Cell Phone, Email



Get your copy of this valuable guide at:
www.YourWebsite.com/BuyersGuide

The safety of our buyers and sellers is our top priority. Ask me about our SAFE Listing and Selling practices and how we can help you sell your home and buy your dream home safely.

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Concepts To Working With Buyers

1. To find buyers you can:

- Do open house for another agent
- Advertise a free report
- Do webinars on topics like – *How to Find Your Dream Home In Today's Market, or How to Stop Paying Rent and Become a Homeowner*



HOME BUYER WORKSHOP

LEARN HOME BUYING MYTHS VS. REALITIES

DATE
TIME

LOCATION
ADDRESS



TO REGISTER CALL
XXX-XXX-XXXX



Your
logo

BUYERS...

- › Buy a home for as little as 3.5% down
- › Completely rehab a home with no money
- › Why rent when you can own for less?
- › Learn the difference between foreclosures, short sales, REOs, and traditional sales
- › Learn how using a real estate professional can save you thousands.

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DATE | TIME | LOCATION

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Concepts To Working With Buyers

2. Work the “75/25 Rule”



"I HAVE A BUYER" DIALOGUE

Step 1 Identify

Hi, may I speak with Hunna Hunna?

Step 2 Introduce

Hi, this is Darryl Davis with Power Realty, how are you?

Step 3 Clarify

The reason I'm calling is I have a buyer who has been searching very seriously for a home to buy in your area. As I'm sure you aware, the # of houses for sale is very low, so I was calling to see if you heard of anyone thinking of selling.

No - All right, well let me ask you, have you ever thought about selling?

Step 4 Ask Rapport Building Questions

Do you mind me asking, what do you think is one of the nicest features of the area? How long have you lived in the neighborhood? If you were going to move where would you move to?

Step 5 Invite Action

By the way one of the things we're offering neighbors is a free neighborhood market report to find out what your neighbor's home sold for, plus what your home is currently worth. The reason we are offering this is that your home is your most important asset and it's always a good idea to have an annual checkup on the value of it. Would you like me to prepare that for you? I don't mind.

For more dialogue and/or training sessions,
call Darryl Davis Seminars at 1-800-395-3905
www.ThePowerProgram.com



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Step 3 Clarify

The reason I'm calling is I have a buyer who has been searching very seriously for a home to buy in your area. As I'm sure you aware, the # of houses for sale is very low, so I was calling to see if you heard of anyone thinking of selling.

No - All right, well let me ask you, have you ever thought about selling?



Objection Handling



Playing with Buyers



Power Logo



Prospecting



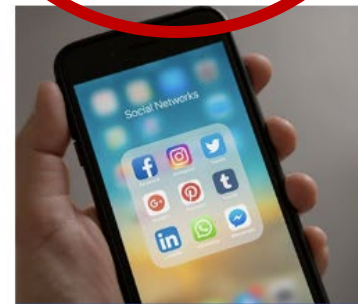
Recommended Vendors



Servicing Sellers




SMILE Techniques




Social Media Shareables



Time and Money Management



Webinars On Demand



Store



Facebook

Dialogue

INTRO CALL TO YOUR FARM DIALOGUE

Power Agent: Hi, this is Darryl Davis from Power Realty. How are you?
Owner: Fine.
Power Agent: I hope I haven't interrupted you. The reason why I'm calling is to let you know that I've been sending you some information about the market to keep you informed about what's going on in your neighborhood. Have you been getting that information?
Owner: Yes.
Power Agent: Great. I also wanted to stop by and introduce myself. Here is some information on what I do.

Power Agent (Value Option #1): One of the things we offer as a service to the community is a Free Over-The-Phone Market Analysis. We believe this is really important because a home is usually one of a family's most important assets and you'll be a much wealthier person if you can get an update on the value of your assets. What we're offering is a simple Over-The-Phone Market Analysis. Here's how it works - I call you some questions about the house, and then you log on to the computer. We do a market analysis and call you back with the results. Do you have some time for me to do this with you now?

Power Agent (Value Option #2): One of the things we offer as a service to the community is a Free Over-The-Phone Market Analysis. We believe this is really important because a home is usually one of a family's most important assets and you'll be a much wealthier person if you can get an update on the value of your assets. What we're offering is a simple Over-The-Phone Market Analysis. Here's how it works - I call you some questions about the house, and then you log on to the computer. We do a market analysis and call you back with the results. Do you have some time for me to do this with you now?

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DOOR KNOCKING YOUR FARM DIALOGUE

Power Agent: Hi, this is Darryl Davis from Power Realty. How are you?
Owner: Fine.
Power Agent: I hope I've not interrupted you. The reason why I'm stopping by is I've been sending you some information about the market to keep you informed about what's going on in your neighborhood. Have you been getting that information?
Owner: Yes.
Power Agent: Great. I also wanted to stop by and introduce myself. Here is some information on what I do.

If there is anything I can never do for you and your family in regard to real estate, my number is on the bottom of each page you get from me. Oh by the way, the other offering I do is the great Neighborhood Market Report. It's a report that shows 3 things. First it shows you how much your neighbors paid for their homes and second, based on that information, gives you a value range on what your property is worth. We encourage all homeowners to do this once a year because for most people their home is one of their most important assets, and if you do a market report, periodically you should get an update on how your property is doing. Is that something you would be interested in?
Owner: Yes.
Power Agent: Great. The first step is to take a quick look through the home, get some information about square footage, etc. and then I can put that report together. When is a good time to take the market tour?

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EXPIRED DIALOGUE

Step 1 Identify Hello my name is Jim Jones?
Step 2 Introduce Hi, this is Darryl Davis from POWER Realty. How are you?
Step 3 Clarify The reason I'm calling is that I noticed your house expired on the MLS. I was wondering if you still had it?
Step 4 Build a Relationship Yes - Have you put it back on the MLS? No - Did you sell it?
Step 5 Verify Action When they answer that question, the rest of your questions need to be focused on where they are moving to, not why they didn't sell. Where are you moving? When do you want to be there? Is there a particular reason you chose that location?

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EXPIRED VOICEMAIL DIALOGUE

Hi, this is Darryl Davis from Power Realty!
 The reason I'm calling is that I noticed that your house has expired from the Multiple Listing Service, and I have some important information about that.
 I might even have somebody who might be interested. I'm not too sure because I need to get some more information from you first. Please call me back.

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FSBO DIALOGUE

Step 1 Identify Hi, this is Darryl Davis from POWER Realty. How are you?
Step 2 Introduce Hi, this is Darryl Davis from POWER Realty. How are you?
Step 3 Clarify The reason why I'm calling is to let you know that I've been sending you some information about the market to keep you informed about what's going on in your neighborhood. Have you been getting that information?
Step 4 Build a Relationship Yes, I'm currently listed with another agent.
Step 5 Verify Action If I had a house who was willing to pay your price and your commission, could we work together?

For more dialogue and/or training sessions, call Darryl Davis Seminars at 1-800-395-3905 www.ThePowerProgram.com

FSBO VOICEMAIL DIALOGUE

Hi, this is Darryl Davis from Power Realty!
 The reason why I was calling is that I noticed you are selling your house, and I have some important information about that.
 I might even have somebody who might be interested. I'm not too sure because I need to get some more information from you first. Please call me back.

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NEW LISTING IN THE AREA DIALOGUE

Step 1 Identify Hello my name is Jim Jones?
Step 2 Introduce Hi, this is Darryl Davis from Power Realty. How are you?
Step 3 Clarify The reason I'm calling is that I just came up for sale in the area and because of that, we're expecting a lot of buyers are going to want to buy the neighborhood. So, how many other people are thinking about selling in the near future?
Step 4 Ask repeat building questions Yes - Great. We'd like to help them out. Get details?
Step 5 Verify Action No - Do you mind me asking what do you think is one of the major factors about the area? How long have you lived in the neighborhood? Do you own any other property in the area?

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FOR RENT BY OWNER DIALOGUE

Step 1 Identify Hi, this is Darryl Davis from POWER Realty. How are you?
Step 2 Introduce Hi, this is Darryl Davis from POWER Realty. How are you?
Step 3 Clarify The reason why I'm calling is to let you know that I've been sending you some information about the market to keep you informed about what's going on in your neighborhood. Have you been getting that information?
Step 4 Build a Relationship Yes, I'm currently listed with another agent.
Step 5 Confirm the Appointment I can be available on Tuesday at 10, or Wednesday at 11.

For more dialogue and/or training sessions, call Darryl Davis Seminars at 1-800-395-3905 www.ThePowerProgram.com

ORPHAN ADOPTION DIALOGUE

Step 1 Identify Hi, this is Darryl Davis from POWER Realty. How are you?
Step 2 Introduce Hi, this is Darryl Davis from POWER Realty. How are you?
Step 3 Clarify The reason why I'm calling is to let you know that I've been sending you some information about the market to keep you informed about what's going on in your neighborhood. Have you been getting that information?
Step 4 Build a Relationship Yes, I'm currently listed with another agent.
Step 5 Verify Action I can be available on Tuesday at 10, or Wednesday at 11.

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BOOK OF BUSINESS UPDATE DIALOGUE FOR ADMIN

Many agents have boxes and boxes of files, or outdated records, and find themselves now needing updated client records that include current SMSA addresses. What works? Hire an admin or a temp to fill the phones. You can break the task down into a daily number of calls until the files are updated.

Hi, I am calling for (Agent Name), your real estate neighborhood expert. We are updating our client records, and I wanted to use if it would be all right for me to confirm the information we have and update your file. Do you have a moment please?
 Here's what I have, (you could let me know what we should change, with appropriate #)
 Name: _____
 Address: _____
 Cell phone: _____
 Email: _____

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PROSPECTING THE OLD FSBO DIALOGUE

Step 1 Identify Hello my name is Jim Jones?
Step 2 Introduce Hi, this is Darryl Davis from POWER Realty. How are you?
Step 3 Clarify The reason why I'm calling is to let you know that I've been sending you some information about the market to keep you informed about what's going on in your neighborhood. Have you been getting that information?
Step 4 Build a Relationship Yes, I'm currently listed with another agent.
Step 5 Verify Action I can be available on Tuesday at 10, or Wednesday at 11.

For more dialogue and/or training sessions, call Darryl Davis Seminars at 1-800-395-3905 www.ThePowerProgram.com

VACANT PROPERTY DIALOGUE

Step 1 Identify Hi, this is Darryl Davis from POWER Realty. How are you?
Step 2 Introduce Hi, this is Darryl Davis from POWER Realty. How are you?
Step 3 Clarify The reason why I'm calling is to let you know that I've been sending you some information about the market to keep you informed about what's going on in your neighborhood. Have you been getting that information?
Step 4 Build a Relationship Yes, I'm currently listed with another agent.
Step 5 Confirm the appointment I can be available on Tuesday at 10, or Wednesday at 11.

For more dialogue and/or training sessions, call Darryl Davis Seminars at 1-800-395-3905 www.ThePowerProgram.com



LIVE WEEKLY “POWER HOUR” COACHING CALLS EVERY MONDAY 11AM-12:30PM EST

- Don't have to figure it out on your own
- Problem solving & solution finding
- What's working and what's not for agents all over North America
- Get your “head straight” for the week





Concepts To Working With Buyers

2. **Work the “75/25 Rule”**
3. **Don’t listen to what they want**
4. **Don’t give addresses out over the phone**
5. **Have the right attitude:**

“I don’t need a sale because I have listings!”



Concepts To Working With Buyers

- 6. Your job is to create urgency and manage their emotional roller coaster.**
- 7. You MUST establish your value. Choosing you is the BEST decision they can make as a buyer.**
- 8. If they won't sign a buyer agency agreement, they are telling you in advance they are not working exclusively with you.**

SPECIAL BONUS

HOW TO HANDLE THE BUYER PHONE INQUIRY



A Quick Guide to Stay On Track, Build Rapport, and Schedule a Buyer Appointment with Less Stress and More Success!

 POWER AGENT™

Qualify

Ms. Hunna Hunna, thank you for holding — that house is still Are you calling for yourself or someone else?

What is your primary price range?

How long have you been looking a while, or did you just start? How long have been looking in this area?

What particular reason for wanting to buy around here?

How many houses have you actually seen?

Have you seen any houses you liked? Why didn't you buy one of them?

When were you thinking of making the move?

Are you renting now, or do you own?

What is the initial investment you are working with?

Do you have any funds that include the money needed for closing, which would be \$_____ or are you counting that separately?

Are you working with another agent?

What is your email address?



 POWER AGENT™

Part 4: Fair Exchange

During this part of the conversation, you'll let them ask questions, then answer, then ask one yourself, and repeat.

An example might be:

Buyer: "How many bedrooms does the house have?"
Agent: "Three."
Agent: "Is that the amount of bedrooms you need for your family?"
Buyer: "Yes, how many bathrooms?"
Agent: "2.5."
Agent: "Is that enough bathrooms?"
Buyer: "Yes."



 POWER AGENT™

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Handling The Phone Inquiry

Part 1: Introduction

1. “Hi, This is _____, who am I speaking with? And your phone number please?”
2. “How may I help you?”

Step 2: Status

1. “Yes, I know the home. We’ve been getting a lot of calls on that property. Could I ask you to hold for a moment while I check the status of it?”



Handling The Phone Inquiry

Part 3: Qualify

“Mr. or Mrs. Hunna Hunna, thank you for holding — that house is still available. Are you calling for yourself or someone else?”

- 1. What is your primary price range?***
- 2. Have you been looking a while or did you just start? How long have you been looking in this area?***
- 3. Any particular reason for wanting to buy around here?***
- 4. How many houses have you actually seen?***



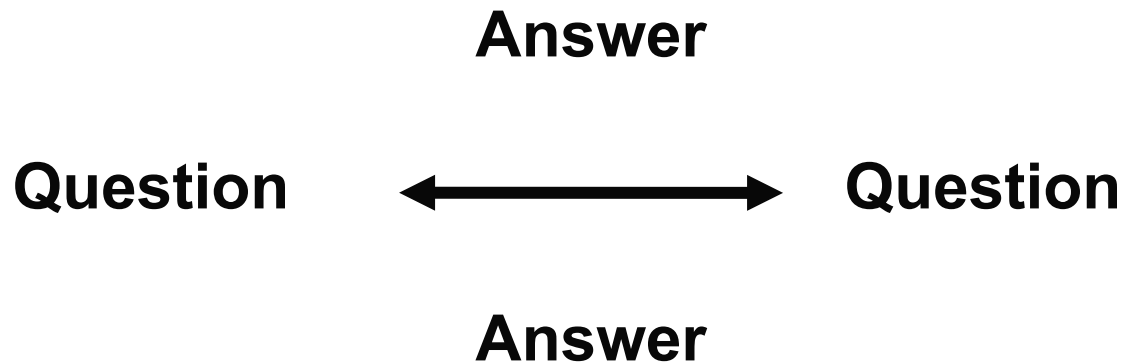
Handling The Phone Inquiry

5. *Have you seen any houses you liked? Why didn't you buy one of those?*
6. *When were you thinking of making the move?*
7. *Are you renting now or do you own?*
8. *What is the initial investment you are working with?*
9. *Does that include the money needed for closing, which would be about \$_____ or are you counting that separately?*
10. *Are you working with another agent?*
11. *May I have your email address?*



Handling The Phone Inquiry

Part 4: Fair Exchange





Handling The Phone Inquiry

Part 5: Invite Action

1. Confirm.

- A. Do they want to see the house or not.
- B. Are they serious about buying a home.

2. Validate Your Company.

- A. This is a challenging market
- B. We have created a 6 Step Buying Process that almost guarantees finding the right home



Handling The Phone Inquiry

3. Schedule Appointment.

A. Schedule 1 hour for the 6 Step Process

B. Schedule additional time for showing

4. Lender Conversation

The Face-To-Face Meeting



DarrylSpeaks.com/Trial



“I got more organized, learned how to identify the serious buyers, and went from 25 closed sales to over 60 closed sales in just 12 months. This program is a must for every real estate agent.”

Tom Baxter, Power Agent®
ReeceNichols Realty



Customer vs Client

Customer	Client
<p>Pays for a product with an immediate money transaction</p>	<p>Buys a personalized and highly professional service. This business relationship has clearly defined responsibilities between parties.</p>

Customer vs Client

	Customer	Client
Definition	Pays for a product with an immediate money transaction	Buys a personalized and highly professional service. This business relationship has clearly defined responsibilities between parties
Fiduciary Responsibility		
Written Agreement		
What a company offers		
Sales Professional Focus		
Length of Relationship		
Personal Attention		

Customer vs Client



Customer

Pays for a product with an immediate money transaction.

Examples include:

- A car
- Food (grocery store, restaurant, bakery)
- Clothing
- Furniture
- Gasoline
- Entertainment such as Netflix, live show, movie

Client

Buys a personalized and highly professional service. This business relationship has clearly defined responsibilities between parties.

Examples of Client Purchases:

- Attorney
- Accountant
- Insurance Agency
- Graphic designer
- Financial planner
- Real Estate Professional



Agent Name, Title
Company Name
Phone Number
Email Address



Web Address Here

Customer vs Client



Customer

Client



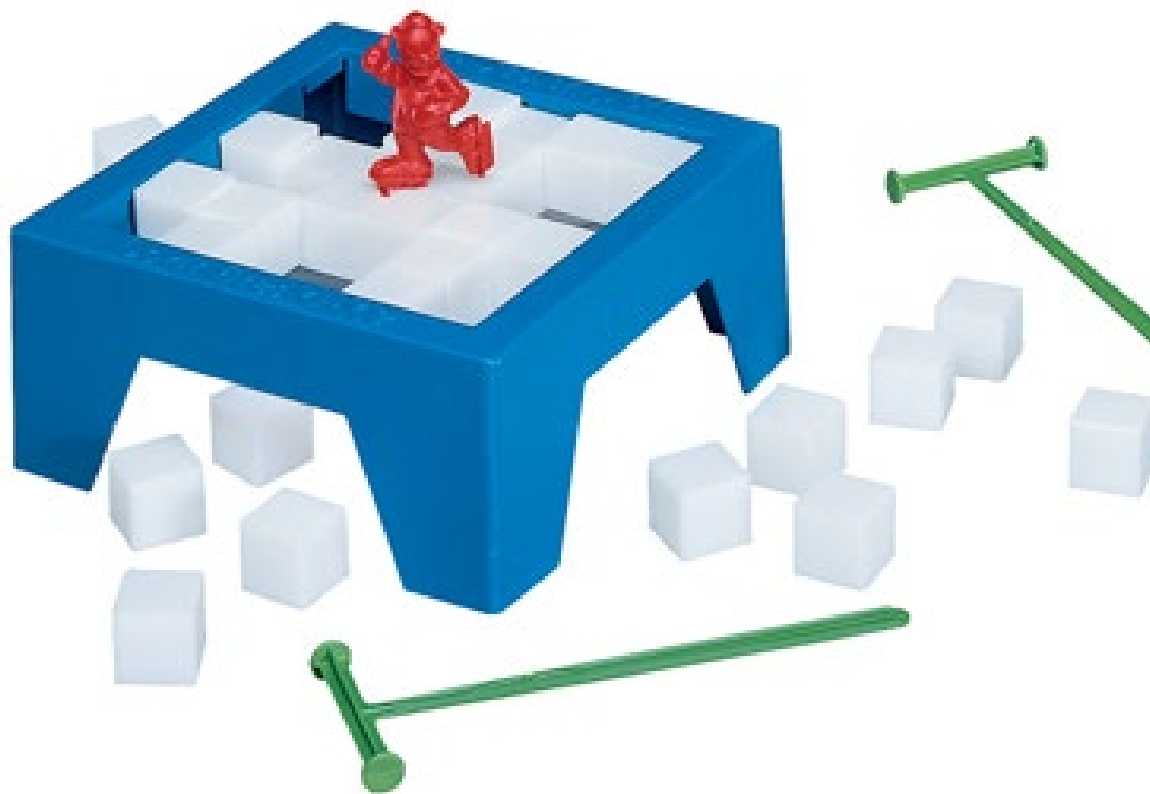
Definition	Pays for a product with an immediate money transaction.	Buys a personalized and highly professional service. This business relationship has clearly defined responsibilities between parties.
Fiduciary Responsibility	To the company and transaction.	To the client.
Written Agreement	NO.	YES.
What a Company Offers	Product and service.	Service.
Sales Professional Focus	Selling	Serving.
Length of Relationship	One time.	Ongoing.
Personal Attention	Less required.	Highly required.



Agent Name, Title
Company Name
Phone Number
Email Address
Web Address



Break-The-Ice



DarrylSpeaks.com/Trial

HOME BUYING *Checklist*

1 GATHER FINANCIALS

- Request your credit report from all 3 bureaus (Equifax, Experian, and Transunion). Fix any errors you spot!
- Compile necessary documents, including pay stubs, bank statements and past tax returns.

3 EXPLORE NEIGHBORHOOD

- Find properties in your price range in your preferred neighborhoods.
- Get a sense of whether the neighborhood is on an upswing or a downswing by looking for a features that denote up-and-coming areas.
- Spend time in each area, imagining yourself living there. (Keep in mind, it's ideal to stay put for 5 years.

5 FIND AN AGENT

- Review agent profiles and ratings.
- Find an agent who specializes in your home type and prospective new neighborhood.
- Ask questions and call references.

2 RESEARCH MORTGAGES

- Find out if you qualify for a special loan, such as a VA, FHA, or HUD Home Buying Program
- Request quotes from multiple lenders and comparison shop for loans
- Get preapproved for a mortgage

4 MAKE A HOME SHOPPING LIST

- Get a head start by compiling your home wish list with the following:
Must-haves: such as require number of bedrooms and bathrooms.
Nice-to-haves: such as a home on cul de sac or a garden/shed workshop in yard.
Dream features: such as pro-grade kitchen, appliances, or a hot tub off the master bedroom.

6 START HOUSE HUNTING

- Download the Trulia app to browse listings.
- Visit open houses and have your agent schedule private showings.

My Budget: _____
Neighborhood: _____
Basic Needs: _____



LOAN APPLICATION CHECKLIST



- Real estate contract with legal description and deposit receipt.
- Check for appraisal and credit report, varies with lender.
- Name and complete address of last two years of residence.
- Name and complete address of last two years landlord or mortgage company.
- Explanation letter regarding any employment gaps over the last two years.
- Name and address of last two years employers with dates.
- Explanation letter of any credit deficiencies.
- Social Security Numbers of all borrowers.
- Current gross monthly income figures.
- Copy of paystubs covering a 30-day period and last two years W2s and or 1099s.
- If income is derived from other sources, two years tax returns, both business and personal with all schedules, signed.
- If self-employed, current profit and loss on income and expenses.
- If divorced, copy of complete recorded decree and settlement.
- Name, address, and account numbers of all places where assets are held (checking, savings, CD's, IRA's, etc.) 3 month's of most current statements.
- List of stocks, securities with market value – certified copies.
- Estimate of cash value of life insurance.
- Schedule of real estate owned, with value, lien, rental income, payments.
- Year, make, and model of vehicles.
- Estimate value of furniture and personal property.
- Name, address, numbers, balance and payments of installment loans
- If child support is being paid, proof of payments.
- If relocating, information regarding buy-out of house, payment of closing costs, etc. from company.
- If selling current house, copy of listing agreement or contract.
- Homeowner's Insurance documentation.

Additional Requirements for FHA/VA Loan Applications

- Copy of Driver's License and Social Security Cards
- Name and address of nearest living relative.
- Copy of DD214 and/or original Certificate of Eligibility (VA only).
- Child care expenses must be provided.



Your Contact Information Here.



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Avoid the most common mistakes home buyers make...

- 1 Not understanding what **makes our local market unique** and how to **leverage that information**.
- 2 Not being selective enough when **choosing the right price range** for your budget.
- 3 Not understanding pricing and the **value of certain amenities**.
- 4 Weak negotiating. This mistake alone can **cost buyers thousands of dollars**.
- 5 Not requiring the **proper inspections**.
- 6 Not understanding **all available financing options**.
- 7 Looking for the **“perfect”** home.
- 8 Not previewing **school, shopping, and other neighborhood amenities**.

Agent Contact Info / Photo(s) Here.



Utilizing my exclusive service, your home purchase will go smoothly and you will avoid these common mistakes.

DarrylSpeaks.com/Trial

GOOD MOVE

HOW TO MAKE MOVING EASIER ON KIDS



Moving to a new home may be stressful for you, but it's even tougher on your children. We've got tons of tips to turn it into a fun adventure for the whole family.

8 Ways to Get Kids Excited for the Move



3

Let her map out her new room

Bring home paint swatches so that your child can choose a color. Then make it an art project: Have her paste snapshots of her bed and furniture onto a sheet of construction paper.

4

Pack a treasure box

Give your child his own packing box that he can decorate with stickers and use for his favorite things. Take it in the car with you so he can keep it close.

5

Throw a goodbye party

"It will bring closure to the friendships you're leaving behind," Burgan says. Keep it simple: a basic chips-and-dips affair or a potluck.

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Tour your old haunts

6

Visit special neighborhood spots one last time before you move. "My sons Alex, 8, and Andrew, 6, had become really close to their babysitters," says Jean-hee Hoffman, from Honolulu. "So before we moved we arranged for the sitters to spend time with the boys and take them to say goodbye to their favorite places."

Make a memory book

7

Your child can fill it with photos of your home and her friends, along with their e-mail addresses.

8

Say goodbye to your home

During a family meal ask each kid to recall a favorite memory in the old house.

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Make a family wish list

1

This will help you reach a consensus on some of the things you all want from your new home: a bigger backyard, a basement playroom, separate rooms for the kids. For Jennifer Thompson's daughter Raegan, 5, the beach was tops. "My husband's new job was in Jacksonville, North Carolina, but we chose a house in Emerald Isle -- a 30-minute commute for him -- so we could be near the water," says Thompson.

House-hunt together

2

If it's practical, take your children to see prospective houses with you. If you're searching online, bookmark your favorites so your kids can take a look.

Track down local kids. Take a walk around the neighborhood together, searching for signs that kids live nearby. "Look for toys and bicycles in yards, tire swings, basketball hoops," says Lori Collins Burgan. "And put some play equipment out in your yard too."



Teach your child to meet and greet. Give her a lesson in introducing herself, something along the lines of "Hi, I'm Kelsey, and I just moved here. Would you like to play?" If you see any children outside with their parents when you're exploring, stop and introduce your child: She'll learn from watching you.

Plan a welcome party. Once you've met a few neighbors with kids, host an event like an ice cream social, a pizza party, a movie night, or a scavenger hunt. Go to parentsmag.com for fun treasure- and scavenger-hunt.



Clue yourself in to the community. The library is a good place to ask about local kid-friendly facilities. Check out the YMCA, community pool, and churches too -- all great places to meet families.

IMAGE FROM: www.gettyimages.com

Do the grand tour. Think like a tourist and go see the local sights. Your town's Chamber of Commerce Web site should have plenty of suggestions for what to see and do.



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Moving Checklist for Children



- As you travel on the plane or in the car to your new home, bring your favorite stuffed animal to keep you company.
- Remember a nightlight or flashlight for the hotel room.
- Make sure that you have your favorite bedtime stories.
- Bring a small bag of toys, games, coloring books, and crayons, maybe even a puzzle, to keep you busy while Mom and/or Dad helps the packers unload the van at your new house.
- When the movers pack your belongings, have them label your boxes with your name so you'll know where your special things are.
- Have Mom or Dad take some pictures of your best friends, and take these photos with you to your new home. This will help you from being lonely until you make new friends in your new neighborhood.
- Give your pets some hugs, and take good care of them during the move. Reassure them that they'll like their new house.
- Tell your friends you are moving, and get their addresses and phone numbers so you can write to them or give them a call.
- Say goodbye to your teachers, and let them know you learned a lot from them.
- Remember, moving can be an adventure! Put on a happy face, and understand that everyone wants you to love your new house and neighborhood.

Agent Contact Info / Photo(s) Here.



DarrylSpeaks.com/Trial



New Homeowner Checklist

Congratulations on your new home! Now that you're a homeowner, here's a list of essential tasks and tools you'll need to make the transition into homeownership:

Moving Day:

- Give your employer two weeks' notice of your move and take the day off to supervise the process.
- Arrange for movers: Start shopping moving companies two months before your move. If you're not hiring a moving company, ask your friends and family for help well in advance.
- Moving supplies: Six weeks before your move, purchase boxes, tape, bubble wrap and other packing materials and begin packing your belongings.
- Change the locks and keys: You can visit your local hardware store or call a locksmith to re-key your locks.

Clean:

- Before move-in day, clean the walls and flooring so you don't have to worry about cleaning around furniture and furnishing when you're unpacked.

Change your address:

- File a change of address with the post office about a month before you move for each person in your household. Notify banks, utilities, the IRS, your employer and family and friends of your new address.

Utilities:

- Contact your new provider two weeks in advance of your move to ensure the utilities are turned on by the time you move in.

Buy your appliances:

- Do some comparison shopping to ensure you get the best deal. You could also ask people you know if they have one to spare.

Essentials box:

- You want to pack this box last and open it first. Essentials include extra change of clothes for each family member, paper plates and napkins, snacks, toilet paper, all-purpose cleaner, bedding, toys and blankets. You wouldn't need to search for these items when you need them most.



Your Name, REALTOR®, Company Name

Phone Number, Email, Website



DarrylSpeaks.com/Trial

First TIME BUYERS 101



01 SAVE FOR:

- Down payment
- Closing costs
- Escrow for insurance and taxes

02

CREDIT SCORE

- Stay current on all bills
- Do not cancel any credit cards
- Avoid major purchases
- A higher credit score leads to a lower interest rate

03

AFFORDABILITY

- Calculate what you can afford
- Find an online calculator that will help you plug in all pertinent numbers to deliver an estimated monthly cost
- Try BankRate.com

04

PRE-APPROVAL

- Shop for the best mortgage deal
- Choose a primary and backup lender
- Seek mortgage advice
- Find low-interest mortgages or programs you may qualify for

05

CHOICES

- Figure out what you want and need in a home
- Create a "Home Wishlist" checklist

06

REAL ESTATE AGENT

- Choose a real estate agent that you feel comfortable with

07

VISIT HOMES FOR SALE

- Make notes and take photos
- Use your Home Wishlist checklist

08

MAKE A DECISION

- Narrow down your choices
- Visit the neighborhood(s) during the day and night time (check for traffic, noise, activity, etc.)
- Calculate commute times
- Consider resale value

09

MAKE AN OFFER

- Common contingency opt-outs: home appraisal returns less than mortgage amount, inspection reveals problems that seller will not fix, you lose your job before the deal closes, etc.

10

HOME INSPECTION

- Schedule home inspection

11

FINAL WALK-THROUGH

- Narrow down your choices
- Visit the neighborhood(s) during the day and night time (check for traffic, noise, activity, etc.)
- Calculate commute times
- Consider resale value

12

CLOSE

- Close on the home and move in... Welcome Home 🏡



Sources: hud.com, realtor.com, bankrate.com

WELCOME SARAH! ARE YOU READY TO HAVE A POWERFUL DAY?



Go to the Classroom

Unlock hundreds of Power Agent® results-producing training tools.



Register for the Next Webinar

Learn the latest Next Level strategies and solutions for agents.



Get Coaching Call Credentials

Connect to weekly coaching every Monday with these call codes.



Edit My Profile & Billing

Edit your profile, photo, password and billing information quickly and easily.



Access My Quick Start Guide

Tap into the top ten ways to get the most from your membership.



Log Into My CRM

Get quick access to your Power Builder™ CRM and power up your sphere and farm.



How-To Site Tutorials

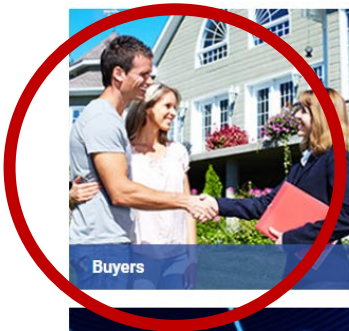
Get quick and simple tips for getting the most of your Power Agent Membership!



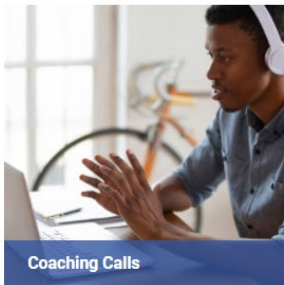
Take Me to Facebook

Connect easily to your nationwide online Power Agent® Facebook Community.

WELCOME SARAH! ARE YOU READY TO HAVE A POWERFUL DAY?



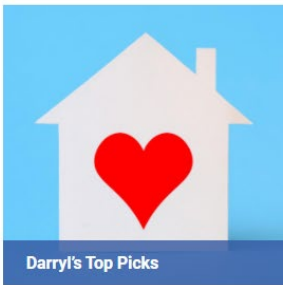
Buyers



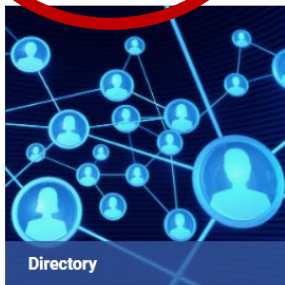
Coaching Calls



CRM



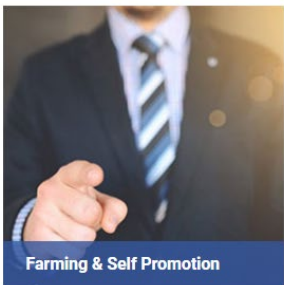
Darryl's Top Picks



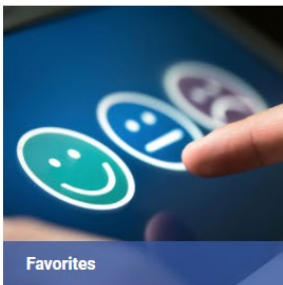
Directory



Facebook



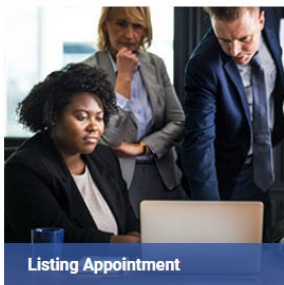
Farming & Self Promotion



Favorites



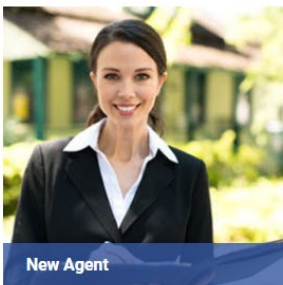
Infographics



Listing Appointment



Negotiating Offers



New Agent

The 6-Step Home Buying Process



1. Inform

2. Ask Questions

3. Select Houses

4. Inspect

5. Paperwork

6. Ongoing Services

The 6-Step Home Buying Process



1. Inform

1

Step 1. Inform

Section 1: You

- Certificates
- Awards
- Education
- Achievements

Section 2: Your Company

- Mission Statement
- Broker
- Market Share

Section 3: State of The Real Estate Industry

WELCOME SARAH! ARE YOU READY TO HAVE A POWERFUL DAY?



iBuyer - Presentation Slides
Favorite ☆



Infographic - 2021 Predictions
[English](#) | [Español](#)
Favorite ☆



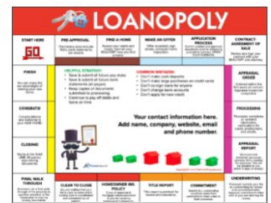
Infographic - Home Staging Success
Favorite ☆



Inspirational - Warren Buffett
Favorite ☆



Letter - "I Have A Buyer"
[English](#) | [Español](#)
Favorite ☆



LOANOPOLY GAME for Buyers (PowerPoint)
Favorite ☆



Multiple-Offer Tracking Spreadsheet
Favorite ☆



Presentation - Buyer Agency
Favorite ☆



Prospecting Texts



Report - 2021 Real Estate



Slide - Buyers Freeze When



Video/Article - The Shiny

Finding Your *Shelter In Home*

Prepared for:

Any Family Residence

1234 Main Street, Anytown,
USA 00000



HOME



About Me

DARRYL DAVIS



My Recent Sales

[Insert recent sales here]

123 Main Street
Anytown, USA 00000
Listing Price | Sales Price
DOM

123 Main Street
Anytown, USA 00000
Listing Price | Sales Price
DOM

123 Main Street
Anytown, USA 00000
Listing Price | Sales Price
DOM



Testimonials

Copy or screenshots go here.



Accomplishments/ Certifications

Copy or screenshots go here.





Name Here
Broker/Owner

- **Bullet points about broker/owner.**

Leadership Team

Names listed here.
Names listed here.
Names listed here.

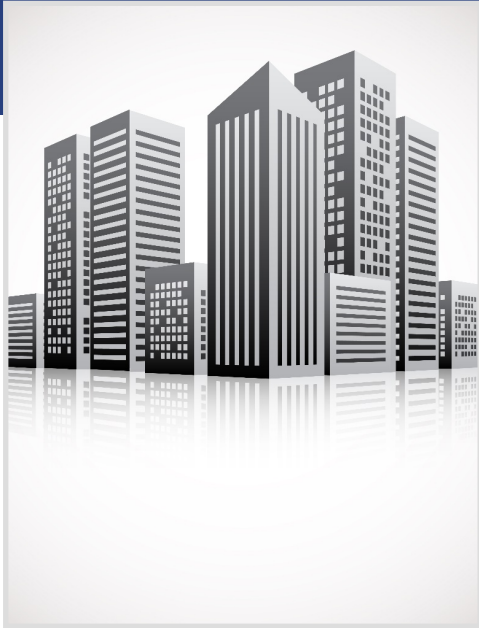


Names listed here.
Names listed here.
Names listed here.



With over XYZ Years Combined Experience

Offices



City or Name Here.



City or Name Here.



City or Name Here.

A row of modern, two-story houses with white porches and railings, set against a background of green foliage. The houses have grey roofs and white siding. The porches are decorated with flower boxes. A concrete sidewalk runs along the front of the houses. The overall scene is bright and sunny, with a blue sky visible in the background.

How's the Market?

2022

Real Estate Predictions



 POWER AGENT™

2022 FORECAST

MARKET & SALES



“

“The biggest factors that will drive the housing market in 2022 are the ‘age-old economic fundamentals of supply and demand.’”

SVENJA GUDELL,
CHIEF ECONOMIST,
ZILLOW

2022 Real Estate Predictions | Page 06

- Sales growth will occur primarily in the first half of the year, while tapering off some in the second half as larger economic issues begin to surface.
- The cost of housing is expected to rise due to high buyer demand and still-lagging supply, though at a slower pace than 2021 due to affordability challenges. The rising prices will create a barrier to entry for many first-time homebuyers who lack existing home equity for a down payment.

“

“Sales are expected to grow by 7% and prices are expected to continue to rise by 5.7%.”

DANIELLE HALE,
CHIEF ECONOMIST, REALTOR.COM



“

“Strong year for home sales in 2022, even stronger than 2021, and low, double-digit home sale growth, close to 10%.”

DARYL FAIRWEATHER,
CHIEF ECONOMIST,
REDFIN

- Markets will remain seller-friendly, but buyers will continue to enjoy relatively low mortgage rates and should have an improving selection of homes as sellers grow more comfortable with the market environment.
- Due to less cross-border travel, vacation home purchases are expected to increase.
- The overall homeownership rate is expected to be above 69% by the end of 2022 for the first time since 2005.

2022 Real Estate Predictions | Page 07

DarrylSpeaks.com/Trial

Neighborhood Sales

[Insert comparables in prospect's neighborhood below]

123 Main Street
Anytown, USA 00000
Listing Price | Sales Price
DOM

123 Main Street
Anytown, USA 00000
Listing Price | Sales Price
DOM

123 Main Street
Anytown, USA 00000
Listing Price | Sales Price
DOM





Your trusted data source since 1991.

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- About FRED

Categories > Money, Banking, & Finance > Interest Rates > Mortgage Rates

☆ 30-Year Fixed Rate Mortgage Average in the United States (MORTGAGE30US)

DOWNLOAD

Observation:
2021-10-21: **3.09** (+ more)
Updated: Oct 21, 2021

Units:
Percent,
Not Seasonally Adjusted

Frequency:
Weekly,
Ending Thursday

1Y | 5Y | 10Y | Max

2011-10-21 to 2021-10-21

EDIT GRAPH

FRED — 30-Year Fixed Rate Mortgage Average in the United States



Shaded areas indicate U.S. recessions.

Source: Freddie Mac

fred.stlouisfed.org



WHAT IT COSTS YOU TO WAIT



Our Market is Changing. Every Percent Counts.

SAMPLE MORTGAGE	INTEREST RATE	PAYMENT
\$350,000	3%	\$1,476
\$325,000	4%	\$1,552
\$300,000	5%	\$1,610
\$275,000	6%	\$1,648
\$250,000	7%	\$1,663
\$225,000	8%	\$1,650

AGENT CONTACT INFO / PHOTO(S) HERE.



DarrylSpeaks.com/Trial



“I would buy up a couple hundred thousand single family homes. If held for a long period of time and purchased at low rates, **houses are even better than stocks.**”

DarrylSpeaks.com/Trial

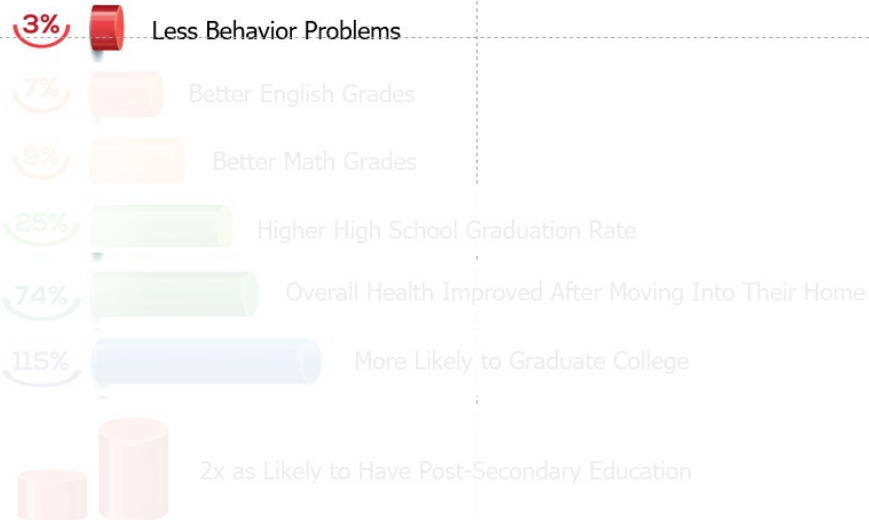
Real Estate Professionals Committed to Children



Home Ownership & Helping Children Grow Up Stronger, Smarter & With More

Sources: Duke University, American Psychology Foundation, Fannie Mae, Habitat for Humanity

Statistics show that children who are raised in homes that are owned (not rented)...



As a real estate specialist, I am passionate about helping families and children thrive. Call me today to learn more about home ownership in our market.

Agent Contact Info Here.



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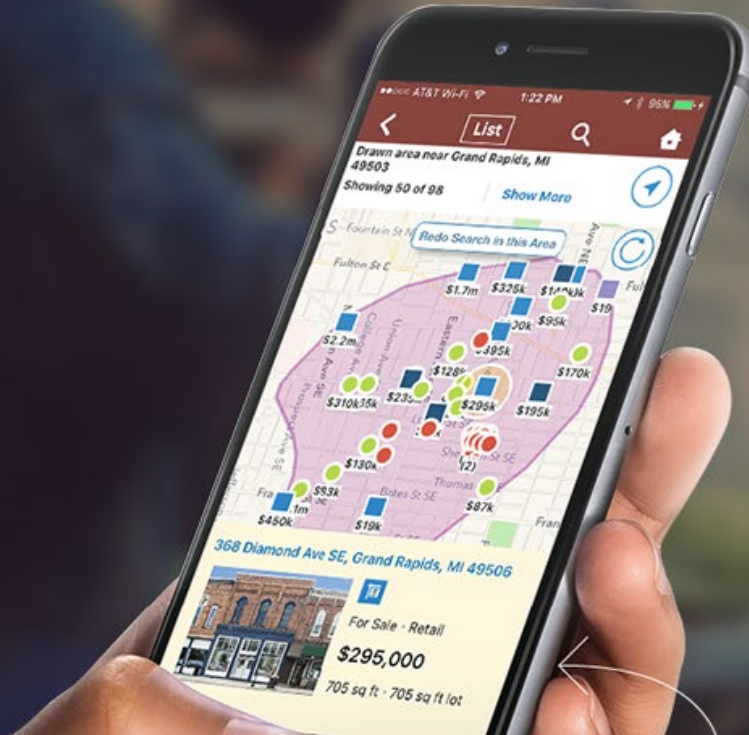
Buyers Agent vs. Seller's Agent



***As a Buyer's Agent,* here
are some of the exclusive
tools I can use for you...**



Coffee Lover ... REALTOR® Always available!



Hey, is that shop still available on Main St?

 Checking ...
Yes! And price reduced

What's the area like ...
Any similar businesses?

What's nearby?

 Looking now ...

Check your email
Sent property report
PLUS market analysis

ALREADY? You rock!
When can I see it? 😊

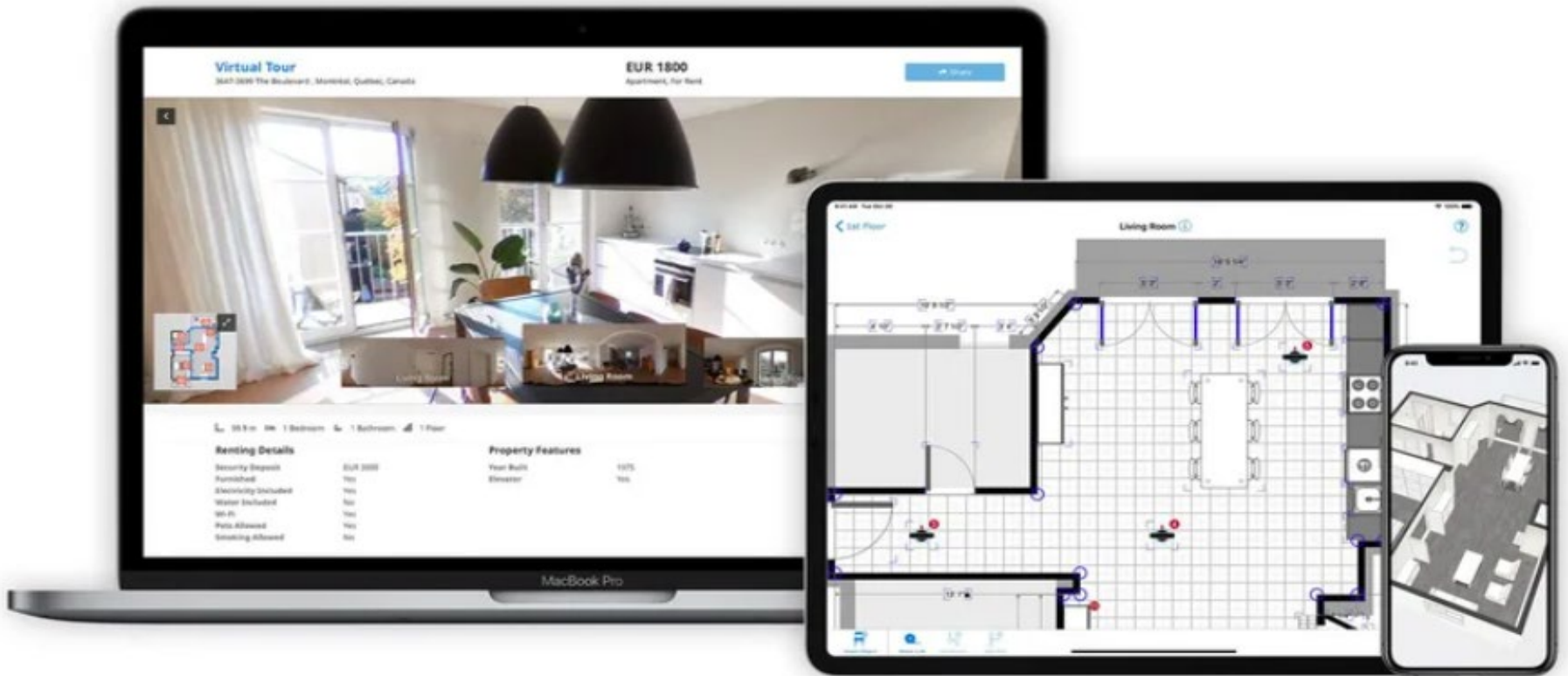
 Does 10 am work?
I'll bring coffee

3D Virtual Tours



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Floor Plans and Measurements



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Digital Signatures

The screenshot displays the DocuSign interface for a document titled "Please DocuSign: __DocuSign Experience .docx". The document content includes the DocuSign logo, a thank-you message, and several survey questions. A signature field is highlighted with a green arrow pointing from the "Signature" option in the "Standard Fields" sidebar. The sidebar lists various field types: Signature, Initial, Date Signed, Name, Email, Company, Title, Text, Checkbox, Dropdown, and Radio. The right-hand panel shows configuration options for the selected field, including "Signature", "Required Field" (checked), "Data Label", and "AutoPlace". At the bottom of this panel are "Save As Custom Field" and "Delete" buttons.

John Hancock

HELP OTHER ACTIONS ▾ SEND >

Standard Fields

- Signature
- Initial
- Date Signed
- Name
- Email
- Company
- Title
- Text
- Checkbox
- Dropdown
- Radio

DocuSign

Thank you for taking a few seconds to go through the DocuSign experience. This is a sample word document designed with the sole intent of demonstrating DocuSign agreement management, forms completion capabilities and electronic signature capabilities.

There are no special terms or conditions with this sample document, however if there were, it might be important to acquire a signers initials of acceptance in close proximity to these terms _____

Please tell us about your business today:
Which Department is interested in using DocuSign: _____

Which specific Business process is most critical to improve first? _____

How do you currently manage this document process? _____

What does it cost you today to process complex documents? _____

How many days does it take you to complete processes like this? _____

This agreement might also contain optional initials, where the signer can accept or decline specific terms, like I want to schedule a WebEx with DocuSign _____

What is your preferred means for Demonstrations? Face to Face____ WebEx____

You may also need to collect data during the signing process. For an example, we can ask for credit card information, collect changes to a business address or simply as for any other specified information. For this demonstration, we will ask you to choose your favorite sport, which is _____

Your birthday? _____

It might also be a requirement of the contract or your agreement process to acquire a client's signature, time signature or additional corporate data.

Client Signature

Signature

Required Field

Data Label ▾

AutoPlace ▾

Save As Custom Field

Delete

Notarize virtually

Legally sign and notarize documents 100% online.

Notarize is transforming how industries service their customers.
Click to connect with a notary online right now.

NOTARIZE A DOCUMENT NOW

Notaries online 24x7 by video. 100% money-back guarantee.



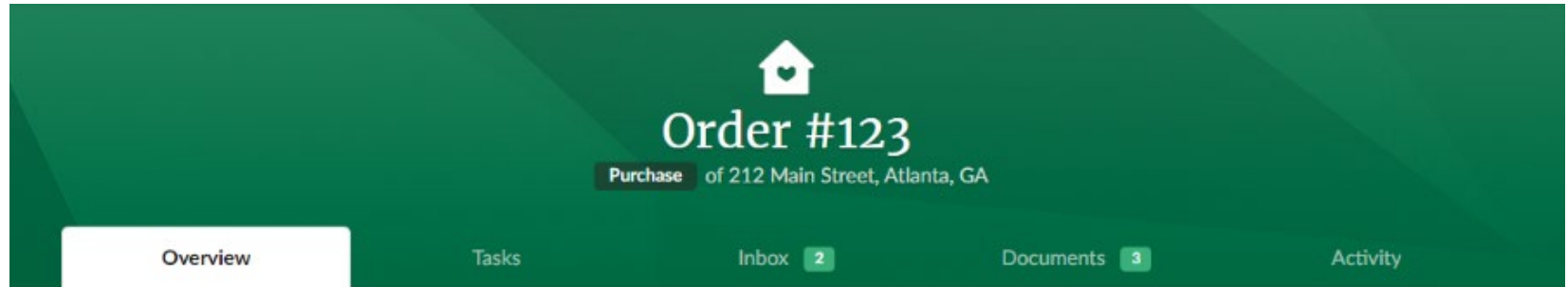
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LOANOPOLY

<p>START HERE</p> <p>GO</p>	<p>PRE-APPROVAL</p> <p>Preliminary docs include: W2's, bank statements, tax returns.</p>	<p>FIND A HOME</p> <p>Access your wants and needs, then let your REALTOR® help you find a home.</p>	<p>MAKE AN OFFER</p> <p>Offer accepted, sign binder, schedule home inspection.</p>	<p>APPLICATION PROCESS</p> <p>Submit updated pre-approval documents prior to obligating yourself to contract. KNOW YOUR NUMBERS.</p>	<p>CONTRACT-AGREEMENT OF SALE</p> <p>Review and sign your contract with your REALTOR® and attorney.</p>
<p>FINISH</p> <p>You can enjoy the tax advantages of owning your new home.</p>	<p>HELPFUL STRATEGY:</p> <ul style="list-style-type: none"> • Save & submit all future pay stubs • Save & submit all future bank statements (all pages) • Keep copies of documents submitted to processing • Continue to pay off debts and loans on time <p>COMMON MISTAKES:</p> <ul style="list-style-type: none"> • Don't make cash deposits • Don't make large purchases on credit cards • Don't co-sign loans for anyone • Don't change bank accounts • Don't apply for new credit <p>Your contact information here. Add name, company, website, email and phone number.</p> <p>Copyright © www.ThePowerProgram.com</p>				<p>APPRAISAL ORDER</p> <p>Ordered within the first week of contract. Appraisal inspection completed.</p>
<p>CONGRATS!</p> <p>Congratulations and welcome to your NEW HOME!</p>					<p>PROCESSING</p> <p>Processor completes all updated information, verifications for credit, employment, and assets.</p>
<p>CLOSING!</p> <p>You're at the finish LINE! All parties sign closing documents.</p>					<p>APPRAISAL REPORT</p> <p>Received and reviewed: processor updates items needed for approval. This will be emailed to you within 3 days of receipt.</p>
<p>FINAL WALK THROUGH</p> <p>Borrowers do a final walk-through of the property to approve condition of the house prior to signing closing documents.</p>	<p>CLEAR TO CLOSE</p> <p>You are notified that your file is clear to close and a closing date is coordinated and scheduled by all parties.</p>	<p>HOMEOWNER INS. POLICY</p> <p>Copy of appraisal & mortgage clause provided to you for securing homeowner's insurance.</p>	<p>TITLE REPORT</p> <p>Title report submitted for review and clearance.</p>	<p>COMMITMENT</p> <p>Submit ALL outstanding condition items from commitment letter order to final clearance.</p>	<p>UNDERWRITING</p> <p>Processor submits your file to underwriting for review and commitment letter. Approval commitment letter sent to you and attorney for review.</p>

Stay informed during the whole contract process



Overview Request Update Share Access

Opened Not Set Title Processing Closing Prep Closing Date Jun 20th Post-Closing 0 of 3 steps complete Closed

Your closing is currently in **Post-Closing**
The settlement agency is recording signed closing documents, disbursing escrow funds, and issuing title insurance.

Summary View Property

212 Main Street, Atlanta, GA

SETTLEMENT AGENCY	Qualia Labs, Inc.
ORDER #	123
ORDER OPENED	04/18/2018

Parties

Role	Name	Message	Cell	Work
BUYER	James Buyer		☐	☎
BUYER	Sally Seller		☐	☎
SETTLEMENT AGENT	Amy Agent	💬		☎

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What I Will Save You as Your Agent

(Amounts are based on an hourly wage earner of \$35, plus, cost of education, or percentage of sale)

Be a neighborhood resource for answers, i.e. price trends, school districts, etc.:

Research all active homes to find the best properties that meet your requirements:

Provide ready access to all MLS listed and non-MLS listed properties:

Automate an email alert system for properties customized to your buying needs:

Recommend vetted vendors such as inspectors, attorneys, stagers, handymen, etc.:

Advice on best price to offer through current sales in the area:

Present and negotiate the lowest possible price:

Prepare you for multiple offer situations and develop negotiation strategies to beat out the competition:

Attend home inspection to point out areas to be carefully reviewed:

Renegotiate offer, when applicable, after home inspection:

Ensure that you receive and understand all state and federally required disclosure forms:

Research on the best available mortgage that meets your situation:

Work with lender doing the loan application process:

Attend bank appraisal showing and assist with comps:

Be your "General Contractor", representing your interests, when dealing with vendors:

Keep you on track with real estate contract deadlines:

Accompany you on the walk-through prior to closing to ensure the property is in the same condition as when you entered into the contract:

Attend closing to ensure that all the buyer's interests are protected:

Remain a life-long trusted advisor regarding real estate questions, needs, or concerns:

Total:

The Guaranteed Minimum Buyer Agent Fee for my services is _____. In many cases, my fee is paid for by the Listing Agent. If the Listing Agent is paying less than my Guaranteed Minimum Buyer Agent, the difference is paid for by the buyer.

Buyer's Signature

Buyer's Agent Signature

Buyer's Signature

Date



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HOME
Sweet
HOME

As your Buyer's Agent, I will...

1. Promote and protect your interests.
2. Sign an agency agreement saying I will represent you, the buyer.
3. Ask you to be loyal and not work with other REALTORS.
4. Locate and show available properties from any company, pointing out strengths and weaknesses to you while honoring your price limits.
5. Provide important information about neighborhoods, floor plans, and resale characteristics.
6. Council you about property values.
7. Keep your bargaining and financial position confidential.
8. Advise you on offers you may want to make on a property.
9. Assist you in arranging property inspections.
10. Submit offers to purchase promptly.
11. Respond honestly and accurately to questions.
12. Consult with you regarding counter-offers.
13. Negotiate only on your behalf.
14. Follow-up on necessary corrections and/or repairs.
15. Supply information for any services requested.
16. Provide guidance and support throughout the closing process.
17. Stay in touch with you regarding future market conditions that may affect your home value.
18. Appreciate any recommendations to family and friends!



Your Contact Information Here.



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The **Top 40 Things** a Buyers' Agent Does to Earn Their Commission



Your Contact Information Here



Commission

Refine buyers' criteria and select additional homes to show as necessary.

Write and submit all offers to purchase homes for buyer clients.

Negotiate offers to purchase and oversee entire negotiation process.

Schedule and attend on-site property inspections with clients and vendors.

Negotiate all inspection repairs.

Provide buyer clients access to homes under contract as needed for measuring, inspecting, etc.

Promptly return all buyer client telephone calls, texts and/or emails.

Gather and answer buyer questions about potential homes and local community information.

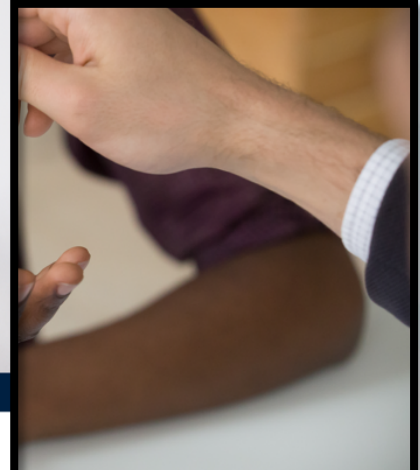
Provide buyer clients pricing information and market research.

Educate buyer clients about home buying process.

Regularly assure buyer clients that lead agent is involved and informed.

Educate buyers on the teamwork behind managing the home buying process.

Your Contact Information Here



Commission

during your initial meeting, agents typically help you determine the viability of your wants and needs both a neighborhood and a home. The agent will help you learn how much you can afford, help you find suitable financing, clue you in on current market conditions and tell you what to expect as you shop for home. Your agent will also devise a strategy or shopping plan based on your needs, how much you can afford and current market conditions.

As you shop for your home, you'll likely meet with your agent to tour available properties and discuss myriad details, including a home's pertinent selling points, floor plans, the neighborhood's crime rate and community proximity to schools, shopping centers, cultural activities and work centers.

Help to manage the emotional roller coaster that can occur during the home buying process.

**PHOTO OR
LOGO HERE**

Your Contact Information Here

**As a Seller's Agent, Here's What I CAN NOT
or MAY NOT Do for You as the Buyer**



**As a seller's agent, my fiduciary responsibility is to the
home seller. Therefore...**

- I can not advise you on the offer you should make when you find a home you like.
- After writing your offer, I will not negotiate the best price for you but instead for the seller.
- Represent your best interest. My responsibility is to represent the seller's best interest.
- I may not call you when there is a new listing that comes to market that meets your criteria.
- I may not give you preferred treatment with new listings to market over buyers in your price range that I do have a buyer's agency agreement with.
- I may not show you everything in your price range.
- I may not always be available to help you once you go into contract on a home.

Agent Contact Info / Photo(s) Here.



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WELCOME SARAH! ARE YOU READY TO HAVE A POWERFUL DAY?



Go to the Classroom

Unlock hundreds of Power Agent® results-producing training tools.



Register for the Next Webinar

Learn the latest Next Level strategies and solutions for agents.



Get Coaching Call Credentials

Connect to weekly coaching every Monday with these call codes.



Edit My Profile & Billing

Edit your profile, photo, password and billing information quickly and easily.



Access My Quick Start Guide

Tap into the top ten ways to get the most from your membership.



Log Into My CRM

Get quick access to your Power Builder™ CRM and power up your sphere and farm.



How-To Site Tutorials

Get quick and simple tips for getting the most of your Power Agent Membership!



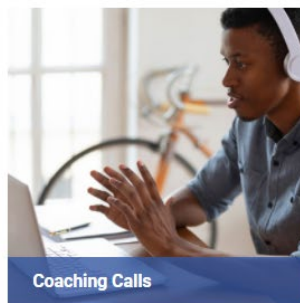
Take Me to Facebook

Connect easily to your nationwide online Power Agent® Facebook Community.

WELCOME SARAH! ARE YOU READY TO HAVE A POWERFUL DAY?



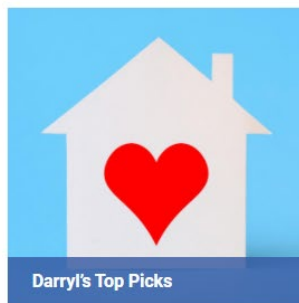
Buyers



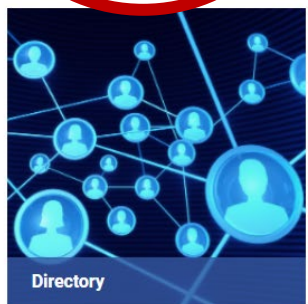
Coaching Calls



CRM



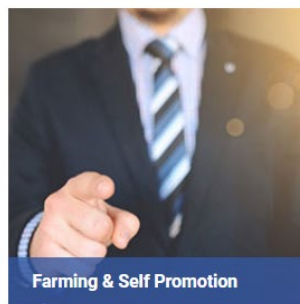
Darryl's Top Picks



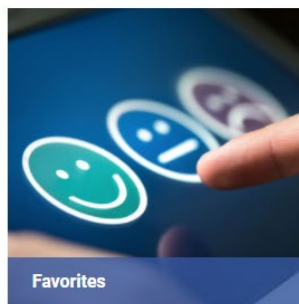
Directory



Facebook



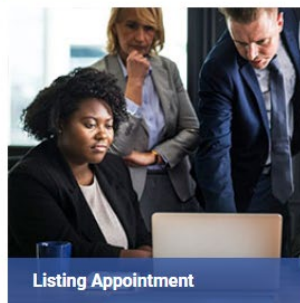
Farming & Self Promotion



Favorites



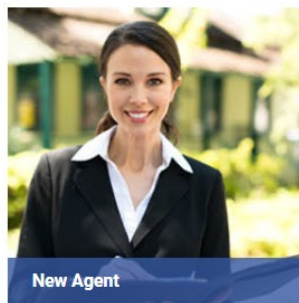
Infographics



Listing Appointment



Negotiating Offers



New Agent

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**EXCLUSIVE BUYER AGENCY AGREEMENT
THIS IS A LEGALLY BINDING CONTRACT.
IF NOT FULLY UNDERSTOOD, SEEK LEGAL ADVICE**

DATE _____

Under this agreement, _____ (BUYER) authorizes _____ (BROKER), as Buyer's exclusive agent under the terms specified herein.

Buyer represents to Broker that Buyer has employed no other broker to assist in acquiring an interest in the property that is within the scope of this Agency Agreement and agrees to protect, defend, indemnify and hold Broker harmless from the claims, liability, and expenses, including reasonable attorney's fees, arising by reason of the claim of any other broker in compensation as the result of a transaction that is within the scope of this Agreement.

1) Creation of Agency: By authorizing Broker as Buyer's exclusive agent, Buyer agrees to conduct negotiations for the property through Broker, and to refer to Broker all inquiries received in any form from real estate brokers, broker associates, prospective sellers, or any other source, during the time this Agency Agreement is in effect.

2) Description of Property: Buyer desires to purchase or lease real property (which may include items of personal property) described in the general terms as follows:

A. General description (type of property, location, price range) : _____

with such changes as Buyer may later communicate to Broker, whether verbally or in writing.

3) Term of Agreement: Broker's authority as Buyer's exclusive agent shall begin _____, 20____, at _____ AM/PM and shall continue until _____, 20____ at _____ AM/PM. If Buyer enters into a purchase agreement during the term of this agreement, the termination of this agreement shall be the date of closing under said purchase agreement as to the purchased property only. This Buyer Agency Agreement can be terminated with mutual written consent of the parties.

4) Broker's Representation and Services: Broker will use Broker's reasonable efforts as Buyer's agent to locate property as described in Section 2 hereof, and to negotiate acceptance of any offer to purchase or lease such property. Broker shall make submissions to Buyer describing and identifying properties appearing to Broker substantially to meet the criteria set forth in Section 2, for the consideration of Buyer. Such submissions will include:

a) Properties listed on the MLS. Yes _____ / No _____

b) For Sale by Owner properties. Yes _____ / No _____

c) For Sale by Builder newly constructed/remodeled properties. Yes _____ / No _____

d) For Sale at Auction properties. Yes _____ / No _____

e) Properties not otherwise actively listed but which might be available for sale. Yes _____ / No _____

Buyer understands that if Broker is compensated by a seller or a real estate licensee who is working with a seller, such compensation does not compromise Broker's duty to Buyer.

5) Compensation of Broker: In consideration of the services to be performed by Broker, Buyer agrees to compensate Broker in any of the following ways:

a) If the property is subject to a listing agreement through a Multiple Listing Service or otherwise, the fee will be the amount equal to the co-operating Broker's payout as listed in the MLS, or a minimum of _____%, or \$ _____ plus applicable sales tax of the selling price. Buyer agrees to pay to Broker any difference between the amount received from the listing company and the stated minimum.





b) If the property is not subject to a Listing Agreement, Buyer agrees to pay Broker a fee plus applicable sales tax as follows:

For Sale by Owner _____% of selling price or \$ _____

For Sale by Auction _____% of selling price or \$ _____

For Sale by Builder _____% of selling price or \$ _____

Broker shall first seek to obtain this fee from the seller. If the fee cannot be obtained through the seller, Buyer will be responsible for such fee stated above.

This compensation shall apply to transactions made, for which Buyer enters into a contract during the original term of this Agency Agreement, or during any extension of such original or extended term, and shall also apply to transactions for which Buyer enters into a contract within _____ days after the end of this Agreement which Broker has shown to Buyer during the term of this Agreement. If Buyer enters into an Exclusive Agreement with another broker after expiration or mutual written termination of this agreement, this agreement shall be null and void in its entirety.

6) Cost of Services or Products Obtained from Outside Sources: Buyer will obtain and order products or services from outside sources. Buyer agrees to pay for them immediately when payment is due. For example, but not limited to: surveys, soil tests, title reports, engineering studies, home inspections.

7) Disclosure of Buyer's Identity:

Broker has Buyer's permission to:

Broker does not have Buyer's permission to:

disclose Buyer's identity to a third party prior to Buyer's identity becoming public record, without prior written consent of the Buyer.

8) Other Potential Buyers: Buyer understands that other potential buyers may consider, make offers on, or purchase, through Broker, the same or similar properties as Buyer is seeking to acquire. Buyer consents to Broker's representation of such other potential buyers before, during, and after the expiration of this Agency Agreement.

9) Agency Disclosure: Broker will represent Buyer as outlined in Article I of the attached Agency Agreement Addendum when showing Buyer another firm's listings. Broker will act, with Buyer's consent, as outlined in Article III when showing Broker's listings to Buyer.

10) Nondiscrimination: Buyer and Broker will not participate in any act that unlawfully discriminates on the basis of race, color, creed, religion, sex, disability, familial status, country of national origin or any other category protected under federal, state or local law.

11) Modification: No modification of any of the terms of this Agency Agreement shall be valid or binding upon the parties, unless such modifications have first been reduced to writing and signed by both parties.

12) Other Professional Services: Buyer acknowledges that Broker is retained solely as a real estate agent and not as an attorney, tax advisor, lender, appraiser, surveyor, structural engineer, home inspector, or other professional service advisor. Buyer acknowledges that Broker and Broker's agents owe no duty to independently verify the accuracy or completeness of any statement made by any source reasonably believed by the Broker and Broker's agents to be reliable. Buyer has been advised to seek professional advice concerning the condition of the property, legal and tax matters.

13) Entire Agreement: This Agency Agreement constitutes the entire agreement between the parties relating to the subject hereof, and any prior agreement pertaining thereto, whether oral or written, are merged and integrated into this Agency Agreement.

14) Financial Capability: Buyer has applied or agrees to apply for financing immediately upon signing of this contract and authorizes Broker to obtain financial information from Buyer's lender.



Buyer Agency Agreement
Broker Representation of Buyer in Maryland and the District of Columbia

This Agreement is made on _____ between _____ ("Buyer") and _____ ("Broker") which assigns _____ as Agent of the Broker, ("Agent").

In consideration of services and facilities, the Broker is hereby granted the right to represent the Buyer in the purchase, option, or exchange of real property or cooperatives (the "Property"). The term Seller shall include optioner and exchanger. The term Buyer shall include optionee and exchangee.

1. AGENCY: The State of Maryland and the District of Columbia have each adopted specific laws governing the disclosure of agency relationships and dual agency (i.e., the situation where the listing and selling agents are associated with the same broker). For this reason, all applicable jurisdictional agency disclosure forms have been made available to Buyer who acknowledges receipt of those checked below:

Maryland

- Understanding Whom Real Estate Agents Represent
- Consent For Dual Agency
- Notification of Dual Agency Within a Team

Washington, DC

- Consent for Dual Representation and Designated Representation

2. DUAL AGENCY: In the event of dual agency, when either the Buyer or Broker declines to consent in writing to Dual Agency, either party may terminate this Agreement by written notice to the other party.

3. PROPERTY SOUGHT BY BUYER: The property shall substantially meet the following requirements:

- | | |
|--------------------------------------------------------|--------------------------------------------------------------|
| <input type="checkbox"/> Maryland Residential Property | <input type="checkbox"/> Washington, DC Residential Property |
| <input type="checkbox"/> Maryland Commercial Property | <input type="checkbox"/> Washington, DC Commercial Property |

4. BUYER RESPONSIBILITIES:

- A. Exclusive Relationship with Broker:** Buyer will work exclusively with Broker during the term of this Agreement.
- B. Financial Information:** Buyer will furnish Broker with necessary financial and personal information to reasonably establish Buyer's ability to purchase property.
- C. Signs or Advertisements for Property:** If Buyer sees any signs or advertisements for Properties being offered for sale, Buyer will not contact the Seller or agent of the Seller but will first contact Agent named herein, who will provide information about the Property and then make arrangements to see them.
- D. Public Open Houses:** In the event Buyer elects to visit an open house without Buyer's Agent named above, the Buyer agrees to notify party representing the Seller of this signed Buyer Agency agreement with Broker and Agent listed above.
- E. New Home Builders and Open Houses:** In order to avoid the possibility of confusion over the agency relationship and misunderstandings about liability for compensation, Buyer agrees not to make a first visit to any new home builder's model nor contact any other agents representing Sellers of new homes without being accompanied by Agent.

5. **BROKER RESPONSIBILITIES:** The Agent and Broker agree to:
- A. Use professional knowledge and skills to locate and present real property, which is available for purchase and suitable for the Buyer's needs.
 - B. Assist Buyer through the process of property acquisition.
 - C. Represent the interests of the Buyer in all negotiations and transactions regarding the acquisition of real property.

6. **BROKER COMPENSATION:**

A. **Advance Fee:** Upon all parties signing this Agreement, Buyer has paid an advance fee of \$_____ to retain the services of Broker. This advance fee will be placed in the Broker's non-interest bearing escrow account in accordance with the law of the appropriate jurisdiction and will be credited against the gross fee (see 6B below) to be paid in accordance with the terms hereof.

B. **Payment to Broker by Flat Fee and/or Percentage of Sales Price:**

Buyer agrees that Broker shall receive a Broker's Fee ("Broker's Fee") of _____ % of the sale price or \$_____ (strike one) and an additional flat fee in the amount of \$_____ at the Settlement of any Property purchased, or contracted to be purchased during the term of this Agreement. Further, such Broker's Fee shall be paid if a Property is purchased by Buyer within _____ days after the "Expiration Date" or after termination of this Agreement (the "Protection Period"), unless a valid Buyer Agency Agreement is entered into during the term of said Protection Period with another licensed real estate broker.

C. **Fee Paid By Seller:** In most cases, the Seller pays Broker's Fee, but in the event Seller does not pay any or all of this amount due, the Buyer hereby agrees to pay any and all remaining Broker's Fee due to the Buyer's Broker. Furthermore, Buyer agrees to pay the additional flat fee identified above in the amount of \$_____ at Settlement regardless of any Seller payment of commissions.

The disclosure of any portion of the Broker's Fee being paid by the Seller, if any, is generally made as follows:

- 1) When Broker is offered compensation as a portion of the commission offered in MRIS by the Listing Broker to a Buyer's Broker, (in the "Buyer Agent Compensation" field or as abbreviated in listing print outs), the Contract of Sale authorizes the settlement entity to pay that portion to the Broker;
- 2) Where property is not listed by MRIS, an Addendum to a contract to purchase would specify payment of compensation to the Broker from the Seller; or
- 3) Where a new home builder makes an offer of compensation in a registration form or other document, the builder's Contract of Sale would specify payment of compensation to the Broker by the builder.

Broker is authorized to receive all or a portion of the fee from the Listing Broker or Seller and any such amounts shall be applied toward Buyer's obligation under 6B. The amount of any such payment made by Seller or Listing Broker shall be with the Seller's and Buyer's prior knowledge and consent and shall in no way affect the obligation of the Buyer's Agent to act on behalf of the Buyer in the transaction.

D. **Difference between offers of compensation and amount agreed upon with Broker:** In the event the amount of compensation offered by the Listing Broker or a Seller, as provided in Paragraph 6C, is less than the amount as specified in Paragraph 6B, Buyer agrees to pay the difference between the amount offered by the Listing Broker and/or the Seller and the amount which Buyer has agreed to pay to Broker pursuant to Paragraph 6B. In the event the amount of compensation offered to Broker by a Listing Broker and/or Seller is in an amount greater than that specified in Paragraph 6B, then, in such event, Buyer authorizes Broker to receive such compensation and to retain any such additional compensation without pro ration or rebate to Buyer.

E. **Payment of Broker's Fee:** Payment of Broker's Fee is due at Settlement, unless Buyer, after contract acceptance, fails to perform or is otherwise in default of the sales contract or executes a release to which the Broker is not a party of the sales contract after all contingencies hereunder have been removed. In such case, the Broker's entire fee is due no later than the agreed Settlement Date.

F. Default by Seller: If Buyer enters into a Contract with a Seller during the original term of this Agreement, and Seller subsequently defaults, then the original term of this Agreement is extended by the number of days property was under contract.

7. DISCLAIMER AND LIMITATIONS:

A. Limitations of Broker's Ability: Buyer acknowledges that Broker is being retained solely as a real estate agent and not as an attorney, tax advisor, lender, appraiser, surveyor, structural engineer, certified home inspector or other professional service provider. Buyer has been advised to seek professional advice for legal, tax and other matters.

B. Representation of Other Buyers: Buyer acknowledges that the Broker may represent other Buyers and that other potential Buyers may consider, make offers on, or purchase properties through Broker. Buyer consents to Broker's representation of other Buyers before, during, and after the expiration of this Agreement.

C. Subsequent Offers: Upon receipt by Broker of a ratified contract to purchase pursuant to this Buyer Agency Agreement, Broker shall have no further obligation hereunder to procure any subsequent Properties for Buyer.

D. Ministerial Acts: Buyer agrees that Broker may perform ministerial acts for the Seller. A ministerial act is a routine act that does not involve discretion or the exercise of the Broker's own judgment.

E. Confidentiality of Offers: Buyer acknowledges the possibility that Seller or Seller's representatives may not treat the existence, terms or conditions of the Buyer's offer as confidential information.

8. GENERAL PROVISIONS:

A. Laws and Regulations: Buyer acknowledges that Broker must comply with federal, state and local laws and regulations as well as real estate licensing laws and regulations of either the District of Columbia or the State of Maryland.

Buyer understands that, as a REALTOR®, Broker must adhere to the Code of Ethics promulgated by the NATIONAL ASSOCIATION OF REALTORS®.

B. Delivery: Delivery or Delivered means hand carried, sent by overnight delivery service, sent by wired or electronic medium which produces a tangible record of the transmission (such as telegram, mailgram, telecopier, or "Fax", email which includes an attachment with an actual copy of the executed instruments being transmitted, or U.S. Postal mailing). In the event of overnight delivery service, Delivery will be deemed to have been made on the next business day following the sending, unless earlier receipt is acknowledged in writing. In the event of U.S. Postal mailing, Delivery will be deemed to have been made on the third business day following the mailing, unless earlier receipt is acknowledged in writing.

C. Notice: This agreement shall be deemed enforceable when it and all addenda and any modifications thereto have been signed, initialed where required by Buyer and Broker (or Supervising Manager), and Delivered to the other party.

D. Paragraph Headings: The Paragraph headings in this Agreement are for reference and convenience only, and do not define or limit the intent, rights or obligations of the parties.

E. Definitions: The singular shall include the plural, the plural the singular, and the use of either gender shall include the other gender.

9. TERM & TERMINATION: This Agreement commences when signed and expires at 11:59 p.m. on _____ ("Expiration Date"), unless extended in writing, or unless earlier terminated as herein provided. If a Contract of Sale is entered into by Buyer during the Buyer Agency Term, which provides for settlement to occur after the expiration of the Buyer Agency Term, this Agreement shall be automatically extended until settlement has occurred or until the Contract of Sale is released in writing by the parties.

A. District of Columbia Properties: This agreement may be terminated prior to the expiration date only by mutual written agreement of the Parties.

B. Maryland Properties: Subject to the obligation of the Buyer to pay a fee to Broker upon the termination of this Agreement as set forth in the Broker Compensation Paragraph, this Agreement may be terminated prior to the Expiration Date by either party Delivering _____ days advance Notice to the other. In the event Buyer wishes to terminate this Agreement prior to the end of the Buyer Agency Period, Buyer shall compensate Broker \$ _____.

10. ELECTRONIC SIGNATURES: In accordance with the Uniform Electronic Transactions Act (UETA) and the Electronic Signatures in Global and National Commerce Act, or E-Sign (the Act), and other applicable local or state legislation regarding Electronic Signatures and Transactions, the parties do hereby expressly authorize and agree to the use of electronic signatures, by utilizing a digital signature service, as an additional method of signing and/or initialing this Agreement and Contract(s) procured hereunder.

Buyer: _____ / _____

Broker/Supervising Manager: _____ / _____

11. ADDITIONAL PROVISIONS:

12. AGREEMENT AND RECEIPT: This document and attachments contain the full and entire Agreement between Buyer and Broker and supersede any prior or contemporaneous agreements, if any, whether written or oral between the parties, including all agency disclosures referred to in Paragraph 1, Agency. Each acknowledges receipt of a copy of this Agreement.



EXCLUSIVE RIGHT TO BUY BUYER AGENCY CONTRACT

1. APPOINTMENT OF BROKER: By this contract _____ ("Buyer") appoints Broker in Charge of _____ Company ("Broker") as Buyer's exclusive agent, subject to the terms and conditions stated in this Contract. By appointing Broker as Buyer's exclusive agent, Buyer agrees to conduct all negotiations for the types of property described in Section 2 below through Broker, and refer to Broker all inquiries made to Buyer about such properties from other brokers, salespersons, sellers and others during the term of this contract. "Negotiation" as used in this agreement shall mean property shown, negotiated, or information requested by Buyer through Broker.

2. PURPOSE OF AGENCY: Buyer desires to purchase or lease real property (which may include items of personal property) described as follows:

Type: Residential Commercial Industrial Vacant Land Other

General Description: _____

Approximate Price Range: \$ _____

General Location: _____

Preferred Terms: _____

Other: _____

3. BROKER'S DUTIES: (a) The Broker shall provide to Buyer a meaningful explanation of agency and shall use Broker's professional real estate knowledge and skills to represent the Buyer in a diligent and effective manner and to locate property which is available for purchase or lease and suitable to the Buyer; (b) if the Broker is not representing the seller, the Broker shall represent solely the interest of the Buyer in all negotiations and transactions regarding the acquisition of real property, and repudiate any agency or subagency relationship with the seller or the company representing the seller and shall not claim the subagency compensation offered to the selling broker in the Multiple Listing Service; (c) if the Broker represents the seller as well as the Buyer (i.e., disclosed dual agency), the Broker shall **not** disclose to the Buyer information obtained within the confidentiality and trust of the fiduciary relationship with the seller, nor disclose to the seller information similarly obtained from the Buyer, without the consent of the party adversely affected by the disclosure; (d) the Broker may represent other buyers who may be interested in the same property as the Buyer. Upon the termination or completion of this agreement, Broker shall keep confidential all information received during the course of this agreement which was made confidential by written request or instructions from the client, except as provided for under South Carolina law.

Broker represents that Broker is duly licensed under the laws of the State of South Carolina as a real estate broker. Broker will use his best efforts as Buyer's agent to locate property of the type described in Section 2 of this contract and to negotiate acceptance of any offer by Buyer to purchase or lease such property. During the term of this Contract, Broker will give Buyer information describing and identifying properties that appear to Broker to substantially meet the conditions set forth in Section 2.

4. BUYER'S DUTIES. BUYER AGREES TO:

(A) Work exclusively with Broker and its Affiliated licensees during the term of this agreement by: (1) viewing any property (previews, etc.) only with Broker or Broker's designated representative and not with another real estate broker, salesperson or seller; and (2) exclusively allowing Broker or Salesperson to identify property, negotiate for Buyer and otherwise to represent Buyer; and (3) referring to Broker all inquiries received in any form from any other real estate broker or affiliated licensees; and (4) holding Broker harmless from liability as a result of incomplete/inaccurate information provided to Broker by Buyer or Seller; (5) holding Broker harmless from liability as a result of Seller's failure to provide a complete Seller's Property Condition Disclosure statement; and (6) indemnifying Broker against all claims, damages, losses, expenses, or liability arising from the handling of earnest money by anyone other than Broker.

(B) Assist Broker and its Affiliated Licensees in the process of identifying, negotiating and contracting to purchase, lease or otherwise acquire by: (1) providing Broker with reliable information (including financial information and written authorization to obtain verification of funds) that Broker deems necessary for the performance of this Agreement; and (2) making himself available to meet with Broker and to see properties, in order that the Broker will be able to perform the promises of the Brokerage Engagement.

(C) Provide Broker and its Affiliated Licensees the following information: (1) general nature, location, and requirements of desired property; and (2) price range, and other terms and conditions relating to desired property.

(D) To authorize Buyer's attorneys and the settlement agent to furnish to Broker copies of the final HUD-1 settlement statement for the transaction prior to the closing date.

BUYER BUYER BROKER HAVE READ THIS PAGE

Form 130 PAGE 1 OF 3

5. COMPENSATION OF BROKER: Brokers fees will be deemed earned when Buyer is under contract to purchase any property presented by Broker or negotiated by Buyer. This fee will be due and payable at closing or upon

Buyer's default. If Buyer defaults, the total compensation that would have been due Broker will be due and payable immediately in cash from the Buyer. In consideration of the services performed by Broker under the terms of this Contract, Buyer agrees to pay Broker the following fee(s): **(CHECK ALL APPLICABLE SECTIONS)**

a. **Retainer Fee:** Buyer will pay Broker a nonrefundable retainer fee of \$_____ due and payable upon the signing of this contract. This fee [] shall or [] shall not be credited against the Brokerage fee.

b. **Service Fee:** Buyer shall pay Broker a Service Fee of \$_____ to be paid on _____, 20____, whether or not Buyer purchases any property. **(Check applicable sub-section.)**

[] This Service Fee shall be the only fee due Broker from Buyer under the terms of this Contract.

[] This Service Fee shall be credited against the Brokerage Fee described in subsection (c) below and shall be kept by Broker whether or not a Brokerage Fee is earned.

[] This Service Fee shall be credited against the Brokerage Fee described in subsection (c) below and shall be kept by Broker whether or not a Brokerage Fee is earned, unless Buyer enters into a purchase and sale agreement. In the event that Buyer enters into a purchase and sale agreement, Buyer and Broker agree that the above Service Fee will be credited against the Brokerage Fee as defined below.

c. **Brokerage Fee:** Buyer shall pay Broker a Brokerage Fee which is the greater of \$_____ or _____% of the purchase or total lease price (renewal, if applicable) of any property purchased or leased by Buyer, including "For Sale by Owner" properties. If within _____ days after the expiration of this Contract Buyer purchases or leases any property which Broker has negotiated during the term of this Contract, Buyer will pay Broker the Brokerage Fee stated above. Broker shall use his best efforts to obtain payment of the Brokerage Fee out of the transaction, but Buyer shall have the obligation to pay Broker the Brokerage Fee set forth in this Contract if Broker cannot obtain payment of such fee out of the transaction. Any fees paid by the seller or seller's agent shall be credited against the Brokerage fee.

d. **Brokerage Fee:** Broker shall obtain payment of the Brokerage Fee out of the transaction. Broker shall be paid by the cooperating broker as stated in the Multiple Listing Service or as agreed to by the Broker and cooperating broker, or as agreed to by the Broker and Seller in a "For Sale By Owner" transaction. Buyer shall not be responsible for paying Broker the Brokerage fee.

6. TERM OF AGENCY: Broker's authority to act as Buyer's exclusive agent under the terms of this Contract shall begin on _____, 20____ and shall end at 11:59p.m. on _____, 20____.

7. CONSENT TO DISCLOSED DUAL AGENCY/DESIGNATED AGENCY: (INITIAL APPLICABLE CHOICES)

_____ Buyer acknowledges receiving an explanation of the types of agency relationships that are offered by brokerage and an Agency Disclosure Form at the first practical opportunity at which substantive contact occurred between the Broker and Buyer.

Buyer acknowledges that after entering into this written agency contract, agent might request a modification in order to act as a **dual agent** or a **designated agent** in a specific transaction. If asked:

_____ Permission to act as a dual agent will not be considered.

_____ Permission to act as a dual agent may be considered at the time I am provided with information about the other party to a transaction. If Buyer agrees, Buyer will execute a separate written **Dual Agency Agreement**.

_____ Permission to act as a designated agent will not be considered.

_____ Permission to act as a designated agent may be considered at the time I am provided with information about the other party to a transaction. If Buyer agrees, Buyer will execute a separate written **Designated Agency Agreement**.

8. OTHER POTENTIAL BUYERS: Buyer understands that other potential buyers have entered into similar agency contracts with Broker which may involve the purchase or lease, through Broker of the same or similar property or properties as Buyer is attempting to purchase or lease. Buyer consents to Broker's representation of such other buyers.

9. INDEMNIFICATION OF BROKER: Buyer promises to disclose to Broker whether Buyer has signed any agency agreement with any other Broker, or has been given prior information about any property that is the subject of this Contract by any other Broker or salesperson, or has previously been shown any such property by any other broker or salesperson. If Buyer fails to tell Broker about such other broker's or salesperson's involvement, and Broker incurs any loss or damage as a result of any claim being brought against him on account of such involvement, due to no fault of Broker, then Buyer shall pay Broker all such losses and damages incurred by Broker because of such claim.

[] BUYER [] BUYER [] BROKER HAVE READ THIS PAGE

Form 130 PAGE 2 OF 3

10. DISCLOSURE OF BUYER'S IDENTITY: The Broker [] does or [] does not have the Buyer's permission to disclose Buyer's identity to all property owners and other third parties.

11. NONDISCRIMINATION: Broker and Buyer agree that all actions carried out under this contract shall be in full compliance with local, state, and federal fair housing laws against discrimination on the basis of race, creed, color, religion, national origin, sex familial status, marital status, age or disabilities.

12. PROFESSIONAL COUNSEL: Buyer acknowledges that Broker is being retained solely as a real estate agent and not as an attorney, tax advisor, lender, appraiser, surveyor, structural engineer, home inspector or other professional service provider. Buyer agrees to seek professional advice concerning the condition of the property, legal, tax and other professional service matters.

13. MEDIATION CLAUSE: Any dispute or claim arising out of or relating to this Agreement, the breach of this Agreement or the services provided in relation to this Agreement, shall be submitted to mediation in accordance with the Rules and Procedures of the Dispute Resolution System of the NATIONAL ASSOCIATION OF REALTORS®. Disputes shall include representations made by Buyer or Broker in connection with the services to which this Agreement pertains, including without limitation, allegations of concealment, misrepresentation, negligence and/or fraud. Any agreement signed by the parties pursuant to the mediation conference shall be binding. This mediation clause shall survive for a period of 120 days after the date of the closing.

14. SEX OFFENDER REGISTRY INFORMATION: The Buyer and Broker agree that during the course of the agency relationship, referred to in the above mentioned agreement, the Broker and all affiliated agents shall not be responsible for obtaining or disclosing any information contained in the official South Carolina Sex Offender Registry. The Buyer understands that no course of action may be brought against the Broker or his affiliates for failing to obtain and disclose information contained in the official South Carolina Sex Offender Registry. The Buyer understands and agrees that the Buyer shall be responsible for obtaining any such information. The Buyer understands that Sex Offender Registry information may be obtained from the local Sheriff's Department or other appropriate law enforcement officials.

15. ENTIRE BINDING AGREEMENT: This written instrument, including the additional terms and conditions set forth on the reverse, expresses the entire agreement and all promises, covenants, and warranties between the Buyer and Broker. It can be changed only by a subsequently written instrument signed by both parties.

16. LIMITATIONS: _____

17. FACSIMILE AND OTHER ELECTRONIC MEANS: The parties agree that this Agreement may be communicated by use of a fax or other secure electronic means, including but not limited to electronic mail and the internet, and the signatures, initials and handwritten or typewritten modifications to any of the foregoing shall be deemed to be valid and binding upon the parties as if the original signatures, initials and handwritten or typewritten modifications were present on the documents in the handwriting of each party.

THIS IS A LEGALLY BINDING AGREEMENT. BUYER SHALL SEEK FURTHER ASSISTANCE IF THE CONTENTS ARE NOT UNDERSTOOD. BUYER AND BROKER ACKNOWLEDGES RECEIPT OF A COPY OF THIS AGREEMENT. BUYER AGREES TO RECEIVE COMMUNICATIONS FROM BROKER AT THE EMAIL ADDRESS, PHONE AND FAX NUMBER LISTED BELOW.

BUYER _____ Date _____ Time _____ Email: _____
Phone: _____
Fax: _____

BUYER _____ Date _____ Time _____ Email: _____
Phone: _____
Fax: _____

BUYER Address: _____

BY: _____
BROKER/BUYER'S AGENT COMPANY Broker/Licensee Date Time

The foregoing form is available for use by the entire real estate industry. The use of the form is not intended to identify the user as a REALTOR®. REALTOR® is the registered collective membership mark which may be used only by real estate licensees who are members of the NATIONAL ASSOCIATION OF REALTORS® and who subscribe to its Code of Ethics. Expressly prohibited is the duplication or reproduction of such form or the use of the name "South Carolina Association of REALTORS®" in connection with any written form without the prior written consent of the South Carolina Association of REALTORS®. The foregoing form may not be edited, revised, or changed without the prior written consent of the South Carolina Association of REALTORS®.



I am currently working with an agent
as their buyer client.

Thank you for the opportunity to view this property for sale.
Should you have any questions, feel free to contact my agent.

Note to Agent: Place Your Contact Information Here

The 6-Step Home Buying Process



1. Inform

2. Ask Questions

NAME

DATE

BUYER QUESTIONNAIRE

The 12 Best Questions to Ask A Buyer

- Where are you folks from?
- How many people are in your family?
- Where are you employed? How Long? Position?
- How long have you been looking for a home?
- How many houses have you seen?
- Did you see anything you liked? Why didn't you buy one of those?
- Once you find a house that you want to buy, do you need to check with anyone before making a decision?
- How soon were you thinking of making this move?
- What are the total monies we are working with?
- What is the price range you are looking in? What monthly investment do you feel comfortable with?
- Please tell me about the house you want to buy.
- When we find you the right house today, are you ready to go ahead and buy it today?



DarrylSpeaks.com/Trial

The 6-Step Home Buying Process



1. Inform

2. Ask Questions

3. Select Houses





SHINY PENNY CONCEPT

The 6-Step Home Buying Process



1. Inform

2. Ask Questions

3. Select Houses

4. Inspect



The Inspection Process - *Live*

Showing Property

1. Show the house to 3 buyers at them same time.
2. Take a scenic route first and use your phone to give them a tour of neighborhood.
3. Lower their expectations.
4. Park across the street.
5. Take only a pad and pen with you.
6. Don't tell them the price until after the showing.



The Inspection Process - *Live*

Showing Property

7. Take only a pad and pen with you.
8. Show their favorite feature last.
9. Watch for buying signals.
10. Focus on the monthly payments, not the price.
11. Show their favorite house a second time.

The 6-Step Home Buying Process



1. Inform

2. Ask Questions

3. Select Houses

4. Inspect

5. Paperwork

6. Ongoing Services



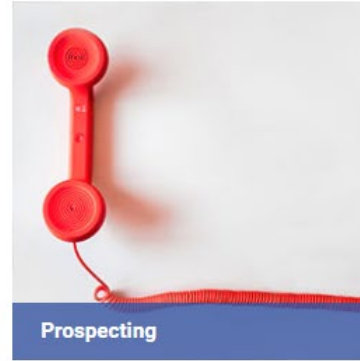
Notes



Objection Handling



Power Logo



Prospecting



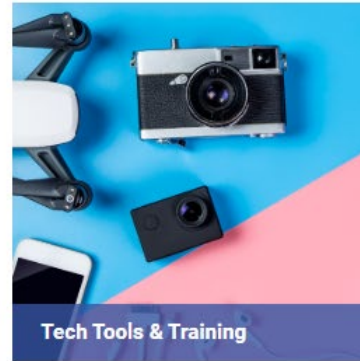
Servicing Sellers



SMILE Techniques



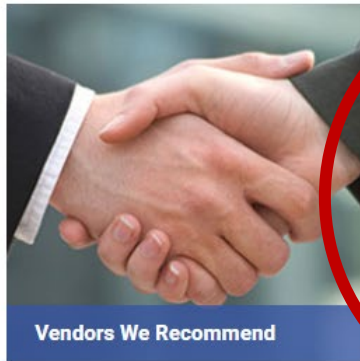
Social Media



Tech Tools & Training



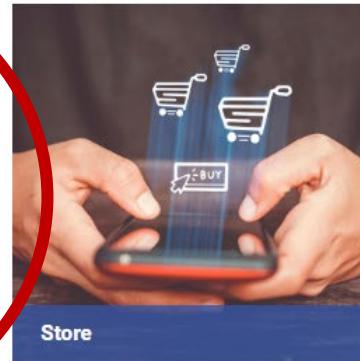
Time and Money Management



Vendors We Recommend



Webinars On Demand

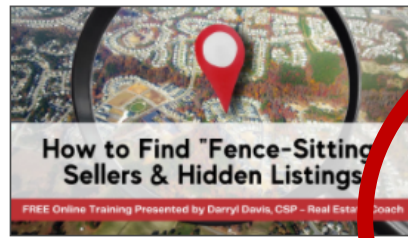


Store



21/06/16 - The 7 Habits of Highly Effective REALTORS

Favorite ☆



21/06/09 - How To Find "Fence-Sitting" Sellers & Hidden Listings

Favorite ☆



21/05/26 - How To Get Your Offer Accepted in Today's Crazy Real Estate Market

Favorite ☆



21/05/19 - How To Get More Listings And Give Yourself A Raise

Favorite ☆



21/05/12 - How To Get More Online Leads Without Paying Zillow

Favorite ☆



Understanding How Market Changes Affect Your Buyers & Sellers

Favorite ☆



21/05/05 - Become A Listing Machine This Spring

Favorite ☆



How to Build Real Estate Relationships and Wealth with Kathrin Rein

Favorite ☆



21/04/28 - Turning Leads Into Listings

Favorite ☆



21/04/21 - Get Your Offer Accepted in this Crazy Real Estate Market

Favorite ☆



21/04/14 - What To Do Now that Zillow is a Competing Brokerage?

Favorite ☆



Power Agent® Website Tour

Favorite ☆

- 1. Motivate buyers to buy**
- 2. Use the 6-Step Buying Process**
- 3. SUPER validate yourself during the Buyer Interview**
- 4. Convert them from a Customer to Client**
- 5. Become a Power Agent[®] Today**

A photograph of a wooden desk with a laptop and a tablet. The laptop is open, and the tablet is lying next to it. The background is a dark blue gradient.

Working Buyers In Today's Market



POWER AGENT[®]

Coaching Members Private Group



SPECIAL

DarrylSpeaks.com/Trial



Only ~~\$197~~
\$47 a month

- **TODAY** the first 30 days is **ONLY \$5**
- **Cancel anytime**
- **Complete access to the entire *Power Agent*® website**
- **BONUSES TODAY**

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LIVE WEEKLY “POWER HOUR” COACHING CALLS EVERY MONDAY

- Don't have to figure it out on your own
- Problem solving & solution finding
- What's working and what's not for agents all over North America
- Get your “head straight” for the week





You are the best Darryl! I look forward to your calls every week. Your encouragement is special to all of us!

Brenda J. Ferrandes, Power Agent®
Premium Orlando Properties





WEBINARS ON DEMAND

- *Negotiating: How to Get An Offer Accepted in 24 Hours*
- *12 Reasons FSBOs Should Not Be a FSBO*
- *How to Generate a SURGE of Listing The Next 90 Days*
- *Playing With Buyers | Strategies to Double Your Income*
- *The Best Strategies to DOUBLE Your Income*
- *How to Master the Listing Appointment*





DEDICATED Power Agent[®] Facebook Group

- Never feel like you're flying solo again
- Support from agents all over North America
- Resource for referrals
- Feel connected and empowered





DEDICATED Power Agent® WEBSITE

- HUNDREDS of marketing and prospecting tools
- Farming and self promotion
- Objection handlers
- Scripts, dialogues, and how-to's
- Business plans and checklists
- Money management tools
- Negotiating tools
- Listing appointment must-haves



WELCOME SARAH! ARE YOU READY TO HAVE A POWERFUL DAY?



Classroom for Power Agents

Unlock hundreds of Power Agent® results-producing training tools.



Coaching Calls

Connect to weekly coaching every Monday with these call codes.



CRM: Power Builder Tool

Get quick access to your Power Builder™ CRM and power up your sphere and farm.



Facebook Closed Group

Connect easily to your nationwide online Power Agent® Facebook Community.



Quick Guide & Tutorials

Get quick and simple tips for getting the most of your Power Agent Membership!



Profile & Billing

Edit your profile, photo, password and billing information quickly and easily.



Power Agent® Directory

Your Source for Power Agent® Referrals and Networking.



Webinar Registration

Learn the latest Next Level strategies and solutions for agents.

CLASSROOM



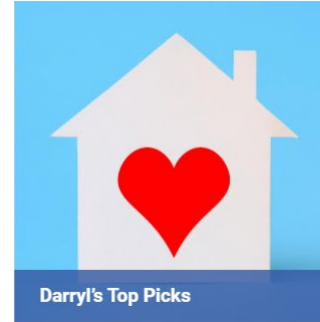
Buyers



Coaching Calls



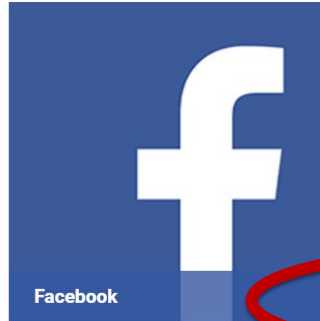
CRM



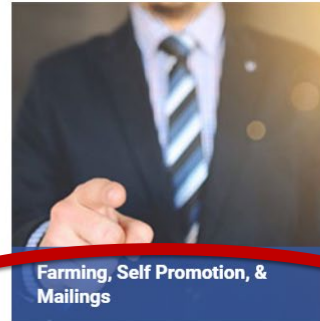
Darryl's Top Picks



Directory



Facebook



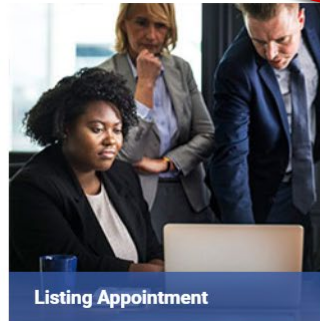
Farming, Self Promotion, & Mailings



Favorites



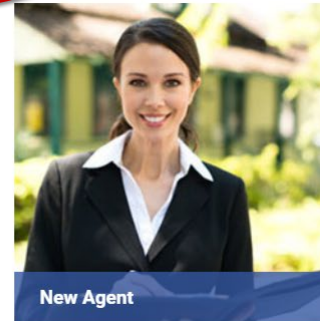
Infographics



Listing Appointment



Negotiating Offers

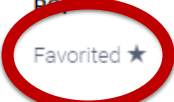


New Agent

DarrylSpeaks.com/Trial



10 Home Improvement Ideas for PowerPoints



8 Reasons to Hire an Agent

Favorite ☆



Committed to Children Infographic (PowerPoint)

Favorite ☆



10 Reasons to Sell Before the Year End New (PowerPoint)

Favorite ☆

TOTAL NUMBER OF HOMES	250	200	150
ESTIMATED MARKETING COST PER YEAR	\$ 1,800.00	\$ 2,400.00	\$ 3,000.00
ADDITIONAL MARKETING EXPENSE			
AVERAGE SALES PRICE	\$ 210,000.00	\$ 180,000.00	\$ 150,000.00
AVERAGE COMMISSION PER SALE (percentage of your average commission %)	\$ 7,000.00	\$ 6,000.00	\$ 5,250.00
TOTAL HOMES SOLD IN A YEAR per year	20	18	15
BROWNE'S RATE (total # of homes sold & line # divided by total homes in form & line #)	0.13	0.12	0.06
INDICATE PARENTAL (total homes sold & line # of average commission % per %)	\$ 1,900,000.00	\$ 2,880,000.00	\$ 1,648,000.00
ASSUMING YOU GET 25% OF THE LISTINGS	\$ 30,000.00	\$ 48,000.00	\$ 24,000.00
ROI	166.67%	120.00%	100.00%

Calculator- Farm Area Spreadsheet

Favorite ☆



10 Reasons to Sell Your House Before Year-End (PDF)

Favorited ☆



Calculator- Farm Area Tutorial Video

Favorite ☆



8 Great Reasons to Hire An Agent (PowerPoint)

Favorite ☆



Children's Moving Book

Favorited ☆



Cutting Commissions Graphic

Favorited ☆



Dialogue - Door Knocking For Your Farm Neighborhood


Favorite ☆



Dialogue - Intro Call to Farm Neighborhood

Favorite ☆

CLASSROOM

Search Classroom... 

MAKE A SUGGESTION




Buyers



Coaching Calls



CRM




Darryl's Top Picks




Directory



Facebook



Farming, Self Promotion, & Mailings



Favorites

SEARCH RESULTS FOR: FSBO



Selling Yourself? Be cautious of the people you let into your home. As a real estate specialist, I vet and pre-qualify everyone who comes through your door.

I get homes sold for more.
Contact me today!



Social Media Graphic – FSBO – Stranger Danger



Selling Yourself? Beware of overpricing. It will cost you time, exposure and the sale.
#PricelRight #ICanHelp

I get homes sold for more.
Contact me today!



Social Media Graphic – FSBO – Overpricing



If you want MORE MONEY for your home with LESS stress? I've got you covered.

#GetItSold

I get homes sold for more.
Contact me today!



Social Media Graphic – FSBO – More for Your Home



Old FSBO for Telemarketer

- Step 1. Identify**
1) Hello, I am looking for _____
- Step 2. Introduce**
1) This is _____ and I am calling for _____ from POWER Realty, how are you today?
- Step 3. Clarify**
1) The reason why I am calling is because our records show that you tried selling your home _____ months ago, is that correct?
- Step 4. Find Out What They're Committed To**
1) The reason why I called is because _____ need a lot of home in your area and and their some time, and they have told me.
2) Where were you folks planning on moving to?
3) Why there?
4) _____

Power Agent Telemarketer Script for FSBOs

PROSPECTING THE OLD FSBO DIALOGUE

Step 1 Identify

May I speak with _____?

Step 2 Introduce

Well, in this is Darryl Davis from POWER Realty, how are you?

Step 3 Clarify

The reason why I am calling is our records show you tried selling your home _____ months ago, is that correct?

Step 4 Build a Relationship

The reason why I called is because my company listed a lot of homes in your area around the same time when you were selling and those homes all sold.

- Can I ask you, were you folks thinking of selling again?
- Where were you thinking of moving to?
- Why there?
- Have you looked at any houses there?
- How long have you been living in this house?

Step 5 Invite Action (Mix & Match)

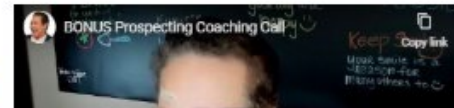


No FSBO Should Be a FSBO (Video)

FSBOS AND EXPIREDS UNLEASHED: THE SECRET SAUCE TO



WHY A FSBO SHOULD NOT BE A FSBO



DarrylSpeaks.com/Trial



Darryl delivers on everything he promotes! I've been a Power Agent for a week and I'm already a better agent.

I love the guidance and resources available!

Denise Taylor Manzi, Power Agent®
Berkshire Hathaway Home Services



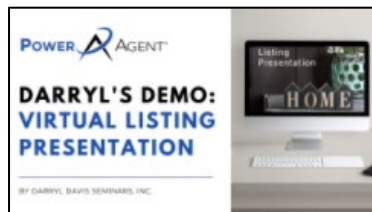
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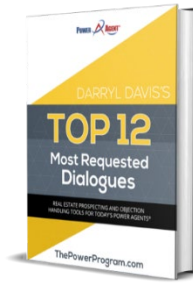


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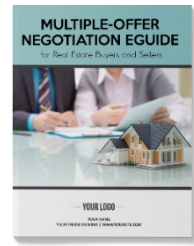
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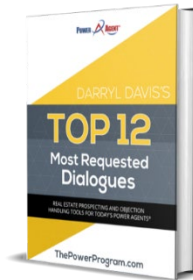


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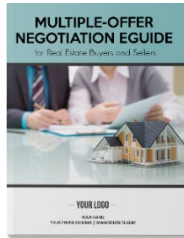
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