

How to Get Your Offer Accepted

Course description:

It's important you take the right steps during negotiations. It's likely more than one offer will be on the table. Learning to make your clients offer stand out when responding to multiple offers can make the difference in getting an offer accepted. In this class, agents will learn what it takes to get the seller's attention and focus on their clients offer compared to the rest.

Relevancy:

This course will train the real estate license holder to analyze and how to best handle a multiple offer situation. They will learn how to set their clients offer apart from the rest by drafting a contract that gets the sellers attention. This course is designed to train agents how to best represent clients when there are multiple offers on the table.

Timed outline:

I. Preparing The Buyer & Seller – 30 minutes

Analyze the Current Market Conditions
Buyer or Seller Market?
Market Inventory

II. From A Buyer's Perspective – 35 minutes

You Finally Found a House (Now What?)
Know The Process:
Buyer Options:
The Power of Negotiations
Escalation Clause

III. From A Seller's Perspective – 20 minutes

Seller Options:
Seller's Invitation (TXR 1926)

IV. Know The Rules – 10 minutes

Confidentiality:
Timelines:
Counter Offers:

V. Negotiate to Win – Other Options – 10 minutes

Contingencies:, Backup Offer, Terminate (TREC Form 38-5), Withdraw or Revoke