

Mastering Buyer Representation – 3 hours

This course focuses specifically on the skills and expertise needed to be a successful Buyer's Agent. Major aspects of buyer representation will be covered including prospecting, identifying properties, showing strategies, making offers, handling inspections and repairs, and successfully closing. This class provides the tools necessary to build a successful business focused on helping buyers navigate the real estate process.

Timeline:

(20 min) Buyer Agency Relationships

How they are established

Fiduciary Duties & Requirements

(30 min) Prospecting

Differentiate

Know and communicate your value

(10 min break)

(50 min) Representation Services

Identifying properties

Showing Strategies

Making offers

Handling inspections & repairs

Successfully closing

(10 min break)

(50 min) Getting the Buyer Representation Agreement signed

Why you need a BRA

Timing

Contract provisions