

Timed outline for Mastering the Buyer agreement

Goal for this class is to talk about why buyer agreement didn't get signed and the challenges when working with buyers. Course will use the IABS and explain the benefits of buyer representation. License holder will gain understanding the buyer agreement and some useful buyer tips when dealing with a prospective client.

Rules of Etiquette and process for working	10 mins
What are some fears about getting it signed/common fears	5 mins
IABS form	5 mins
What benefits we bring to the client	10 mins
Buyer agreement	20 mins
Break	
Know your market/buyer greatest fears	10 mins
Questioning and funnel exercise for buyers	10 mins
How to find out their why not their what to buy	10 mins
Setting expectations	10 mins
Real estate game	10 mins