



BUYERS BROKERAGE AGREEMENT SCRIPT #1

This form here is our "Employment Agreement", it spells out the details of our working together. It's dated today and ends _____ days from now... don't worry, if needed we can always extend that date.

I have some specific duties to you, as your agent, that are spelled out in this agreement; they are specifically to use my professional knowledge and tools to find you a house that meets your needs. Secondly, I will guide you through the offer process. Lastly, I will be representing your interests throughout this process and negotiating on your behalf. A home purchase is a very important decision; you see the importance of having a professional, like me, representing you. (Shaking head YES)

This agreement also has some specific duties that you must do; you will be working exclusively (circle in the BBA for emphasis) with me through the term of our agreement. It states that you will provide me with updated financial information needed to get your offer accepted. It also outlines that if you see ads, signs, open houses, FSBO's, new construction or website ads you will contact me first so that I can represent you to those Sellers. Let me just add, I get so many calls from Buyers on my listings who are already working with agents.. they say they don't want to "bother" their agent or "waste" their time... Let me assure you, you are not wasting my time. I never want you to feel like you cannot call me for information on a property-that's why you hired me! Let me do the heavy lifting! That's what I get paid to do!

Now, I do receive compensation, this part of the agreement outlines how I am paid.

I am paid _____ \$/% of the sales price one you've secured a home. This also has a Broker Protection Clause for 180 days after the expiration of this agreement for any home that I have showed you.

Although my fee is earned when you've found a property, that will be deferred until we close escrow. In most cases the fee is paid by the Seller through the MLS. Because of my experience, if we find a FSBO that you like, I'm usually able to negotiate my fee with them... I can ONLY do that though if you tell me about the FSBO BEFORE we see the inside or contact the owner, make sense? If we run into a situation where the offered compensation does not cover my fee, I'll let you know before I even show the home to you and let you know what your options are.

This entire agreement may be terminated by either of us with mutual consent in writing.

Most of the rest of this I've explained already with the "Duties Owed" form... I do want to point out that I may have other Buyer clients looking for a home similar to what you are looking for, this allows for that.

Please read through this until you are comfortable.

Do you have any questions? (Shaking head NO)

Great, I just need your signature here.



BUYERS BROKERAGE AGREEMENT SCRIPT #2

Mr/Mrs Buyer, have you had any experience with Buyer's Brokerage Agreements? A Buyer's Brokerage Agreement is a written agreement between us that outlines our relationship and what is expected from each of us to accomplish our common goal of finding the perfect home for you. In effect, it states that I will be your only agent, my minimum fee for services is \$ _____ or _____% and in the event that the commission that I am paid by the seller is less than \$ _____ or _____%, you as the buyer will make up the difference.

(Buyer objects to paying commission).

Mr/Mrs Buyer, we are currently experiencing a very unusual housing market, wouldn't you agree? This market is providing a "perfect storm" of opportunity for buyers right now to obtain a well priced home with low mortgage interest rates. That perfect storm will not only benefit you, but all buyer's alike, which has created an enormous stream of competition, resulting in multiple offers and bidding wars. It has also created a very low inventory and the competition is fierce for these homes, especially in the price range you are looking for. Because of my relationship with some of the top REO agents and short sale teams in Southern NV, I am able to get more offers accepted for my clients.

Don't you think that might give me an advantage in helping you find the best deal on the home you are looking for? (wait for answer).

Of course it would. Now, if I have multiple buyers for properties in the same price range that you are looking for, which buyer do you think will have an advantage over the other buyers, the one that has a written agreement with me, or the ones that don't? (wait for answer).

Wouldn't it be worth a little more money to you to have an agent that has made you a priority to help you find the very best home available to you in your price range? (wait for answer). Of course, in the event that the commission paid by the seller is \$ _____ or more, your obligation would be 0.

Please feel free to read this agreement thoroughly before signing. I will be happy to answer any questions you may have.