

Explaining How Commission Is Used: Script #4

SELLER: Can you reduce your commission?

AGENT: Of course. As you know, commissions are negotiable. But let me ask you—what are you trying to accomplish by getting me to reduce the commission?

SELLER: I'm trying to save money.

AGENT: I understand. Do you know how a commission structure works?

SELLER: Not really. I just know that I have to pay you a certain amount of what I receive for my house, and that means I get to keep less.

AGENT: Let me explain what happens when you reduce a commission. First of all, half of the commission usually goes to a cooperating agent. When you reduce the commission, you reduce the incentive for that agent to bring a buyer to your house. If an agent has ten different houses, nine of which come with a 3 percent commission, one of which comes with 2.5 percent commission, which houses do you think they're going to show?

SELLER: The ones with the larger commission.

AGENT: Absolutely. You're putting yourself at a disadvantage competitively when you reduce your commission, wouldn't you agree?

SELLER: I guess that's true.

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Gordon Samples



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The Home Seller's Second Opinion First Justin Marshall Chipman,2015-03-25 Have you ever questioned the ridiculously expensive full priced listing fee charged by Realtors and Brokers Have you ever thought that very little work was being done for this huge sum Or have you ever thought that the entire process whether buying selling or borrowing was something very like a racket If so then you are not alone The Home Sellers Second Opinion First is an insiders look at and a consumers way through all of the horses t that surrounds the buying selling and owning of a home At one level the book is a simple how to the book teaches you how to negotiate a better contract with your Realtor the book teaches you how to analyze your loan and the book teaches you how to analyze your local real estate market At another level The Home Sellers Second Opinion First is a rigorous analysis of the conflicts of interest that permeate the marketplace and hinder the American Dream Here are the responses of a few of the people that have been taught the contents of the book It was easy I fired my Realtors and hired another one in less than an hour You saved me 4000 Pam Colorado Springs CO First I wanted to punch you then I wanted to hug you Susan Los Angeles CA I think you saved our marriage Jennifer Denver CO In many aspects of our society choice is merely illusory and the consumer is only given fake options The blue store or the orange store This book gives the homeowner real choice by providing real information and real options available to the buying selling and owning public

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Table of Contents Keller Williams Scripts

1. Understanding the eBook Keller Williams Scripts
 - The Rise of Digital Reading Keller Williams Scripts
 - Advantages of eBooks Over Traditional Books
2. Identifying Keller Williams Scripts
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Keller Williams Scripts
 - User-Friendly Interface
4. Exploring eBook Recommendations from Keller Williams Scripts
 - Personalized Recommendations
 - Keller Williams Scripts User Reviews and Ratings
 - Keller Williams Scripts and Bestseller Lists
5. Accessing Keller Williams Scripts Free and Paid eBooks

- Keller Williams Scripts Public Domain eBooks
 - Keller Williams Scripts eBook Subscription Services
 - Keller Williams Scripts Budget-Friendly Options
6. Navigating Keller Williams Scripts eBook Formats
 - ePub, PDF, MOBI, and More
 - Keller Williams Scripts Compatibility with Devices
 - Keller Williams Scripts Enhanced eBook Features
 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Keller Williams Scripts
 - Highlighting and Note-Taking Keller Williams Scripts
 - Interactive Elements Keller Williams Scripts
 8. Staying Engaged with Keller Williams Scripts
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Keller Williams Scripts
 9. Balancing eBooks and Physical Books Keller Williams Scripts
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Keller Williams Scripts
 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
 11. Cultivating a Reading Routine Keller Williams Scripts
 - Setting Reading Goals Keller Williams Scripts
 - Carving Out Dedicated Reading Time
 12. Sourcing Reliable Information of Keller Williams Scripts
 - Fact-Checking eBook Content of Keller Williams Scripts
 - Distinguishing Credible Sources
 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development

- Exploring Educational eBooks
14. Embracing eBook Trends
- Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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