

## Explaining How Commission Is Used: Script #4

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*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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