

## 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.*

# Keller Williams Scripts

**G Thomas**



## **Keller Williams Scripts:**

**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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American national trade bibliography      *Three Plays* Sean O'Casey,1957      **Performing Arts Books, 1876-1981** ,1981

*Scripts for Success* John Dietz, Sr.,2015-03-30 There are many real estate agents in the area so how can you rise above the rest and become successful in your industry Use the scripts in this book of course In this essential guide real estate speaker and team owner John Dietz gives you over 100 scripts to use during the real estate sales process It is a great resource to use whether you are new to real estate or you are a seasoned professional It s the playbook to a successful career in real estate sales Knowing not only what scripts to use but when to use them and how to communicate is almost like cheating except it s for a good cause helping your future present and past clients make informed decisions      **Realtor Magazine** ,2008      **Dramas and Works Prepared for Oral Delivery** Library of Congress. Copyright Office,1968

**Catalogue of Title-entries of Books and Other Articles Entered in the Office of the Librarian of Congress, at Washington, Under the Copyright Law ... Wherein the Copyright Has Been Completed by the Deposit of Two Copies in the Office** Library of Congress. Copyright Office,1966      Subject Collections ,1985 A guide to special book collections and subject emphases as reported by university college public and special libraries and museums in the United States and Canada      **Motion Picture Classic** ,1915      British Theatre John P. Cavanagh,1989      *New York Star* ,1924  
Billboard Music Week ,1917

Keller Williams Scripts: Bestsellers in 2023 The year 2023 has witnessed a remarkable surge in literary brilliance, with numerous engrossing novels enthralling the hearts of readers worldwide. Lets delve into the realm of popular books, exploring the fascinating narratives that have enthralled audiences this year. Keller Williams Scripts : Colleen Hoovers "It Ends with Us" This touching tale of love, loss, and resilience has captivated readers with its raw and emotional exploration of domestic abuse. Hoover skillfully weaves a story of hope and healing, reminding us that even in the darkest of times, the human spirit can succeed. Uncover the Best : Taylor Jenkins Reids "The Seven Husbands of Evelyn Hugo" This intriguing historical fiction novel unravels the life of Evelyn Hugo, a Hollywood icon who defies expectations and societal norms to pursue her dreams. Reids absorbing storytelling and compelling characters transport readers to a bygone era, immersing them in a world of glamour, ambition, and self-discovery. Discover the Magic : Delia Owens "Where the Crawdads Sing" This mesmerizing coming-of-age story follows Kya Clark, a young woman who grows up alone in the marshes of North Carolina. Owens crafts a tale of resilience, survival, and the transformative power of nature, captivating readers with its evocative prose and mesmerizing setting. These popular novels represent just a fraction of the literary treasures that have emerged in 2023. Whether you seek tales of romance, adventure, or personal growth, the world of literature offers an abundance of engaging stories waiting to be discovered. The novel begins with Richard Papen, a bright but troubled young man, arriving at Hampden College. Richard is immediately drawn to the group of students who call themselves the Classics Club. The club is led by Henry Winter, a brilliant and charismatic young man. Henry is obsessed with Greek mythology and philosophy, and he quickly draws Richard into his world. The other members of the Classics Club are equally as fascinating. Bunny Corcoran is a wealthy and spoiled young man who is always looking for a good time. Charles Tavis is a quiet and reserved young man who is deeply in love with Henry. Camilla Macaulay is a beautiful and intelligent young woman who is drawn to the power and danger of the Classics Club. The students are all deeply in love with Morrow, and they are willing to do anything to please him. Morrow is a complex and mysterious figure, and he seems to be manipulating the students for his own purposes. As the students become more involved with Morrow, they begin to commit increasingly dangerous acts. The Secret History is a masterful and gripping novel that will keep you wondering until the very end. The novel is a cautionary tale about the dangers of obsession and the power of evil.

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