

And now a few pages from the 1<sup>st</sup>  
buyer presentation

# Buying a Home?

## You've tried:

- Checking the papers
- Watching Cable TV
- Reading Homes Magazines
- Driving around the town
- Going on-line

*And the results are always the  
same....*

# The good ones are either sold or priced too high!

## Why?

- The ad deadlines for most publications are well in advance of the publication date. The good ones never even make the ads!
- Most Agents don't like to put "SOLD" signs on their listings – they want to get more buyer leads from them!
- You don't know where the great homes are located!

*Is there some way to find out about  
the good ones before someone else  
buys it?*

Yes! It's easy to find your dream house before someone else.....

When you sign up as a  
**Preferred Customer** with  
Your Name  
you will get regular  
new listing updates from my exclusive  
**Home Locator Program**  
(or how you name it)

And here are a few pages from the 2<sup>nd</sup>  
Buyer Presentation.

## Your Name will make it happen for you....

Here is what we will be doing  
today:

- Getting a loan pre-qualification for you.
- Figuring out exactly what you want and need in your new home.
- Discovering if your wants and needs are realistic.
- Deciding whether you want to hire Your Name to be your Buyer's Agent.
- Getting started finding your dream home.

# **Our Mutual Objective is to Find Your “Ideal” Home...**

**...at the best possible price**

**...in the shortest amount of time**

**...with the most favorable terms, and**

**...with as little hassle as possible**

# My Objectives

- Listen carefully so I understand your objectives
- Explain how I will work for you.
- Explain the home search and purchase process...my responsibility, your responsibility
- Help you find the right loan and the right lender for your personal situation
- Search for homes which meet your needs and objectives
- Provide you with information to help in evaluating homes for sale
- Prepare and Offer to Purchase and help you understand your options in negotiation