Six Key Steps in a Buyer Consultation

1. **Schedule a meeting** with the buyer in your office, at a coffee shop or virtually so that you can **get to know them**
2. Discuss their specific **property needs and wants for their next home**
3. **Explain your process** for working with buyers and all that you will do for them
4. **Take them through the forms** that will be used for an offer, addendums for changes to contract, etc.
5. Explain brokerage relationships and the **difference between a customer and a client**

**Educate buyers on your value proposition.**   
As a buyer’s agent, you guide and support buyers through   
every step of their journey.

**Buyer Agent Services Provided**

1. **Property Search:** Leveraging multiple sources including the MLS, for sale by owners, and builders to identify properties that match the buyer’s specifications.
2. **Efficient Property Viewings:** Accompanying buyers on property showings or previewing properties on their behalf to guarantee they meet their criteria.
3. **Property Research:** Research selected properties to uncover any potential problems or concerns that the buyer should be aware of.
4. **Insight on List Price:** Provide a comprehensive comparable market analysis, enabling your buyer to make a well-informed purchasing decision.
5. **Strategic Offer Structuring:** Assist the buyer in crafting a strategically sound Offer to Purchase with terms and conditions that align with the property's value, marketing conditions, and the buyer’s best interests.
6. **Offer Presentation:** Presentation of the buyer’s offer to either the seller's agent or the seller directly, ensuring that the buyer’s interests are represented effectively.
7. **Skilled Negotiations:** Working diligently on the buyer’s behalf to secure the best possible terms for their purchase, always keeping their interests at the forefront.
8. **Legal Document Guidance:** Explain all legal documents related to the purchase, ensuring the buyers are fully informed and comfortable with the transaction.
9. **Streamlined Inspections:** Coordinate property inspections to guarantee a thorough assessment, providing buyers with accurate insights into the property's condition.
10. **Mortgage Financing:** Provide recommendations for securing appropriate financing, helping the buyer navigate the financial aspects of the purchase with confidence.
11. **Post-Closing Support:** Connect buyers with trusted vendors to cater to their post-closing needs, ensuring a seamless transition into their new property.

Buyer Consultation & Agent Services