



MASTERCLASS REAL ESTATE ACADEMY

PRESENTS

SUMMER MASTER SERIES

FREE WEBINAR

TUESDAY | JUNE 28th 2016 | 12 PM PACIFIC

"Why Family and Friends Might be Choosing Another REALTOR?"

Outstanding Buyer Presentation!



www.MasterClassRealEstateAcademy.com

CLIENT DISCUSSION CHECKLIST

In an effort to ensure we give you all the information we feel is important for a smooth road to your celebration day, we have created the following checklist not only for you but for us to make sure we don't forget to tell you something important. However, little things come up along the way and you will most certainly have questions. So please feel free to ask all the questions you need, two or three times if necessary, even if you think they are stupid. We also understand that there is a lot to absorb so if you get overwhelmed, don't worry we will tell you again and keep you on track.

Remember this is YOUR Home Purchase and what is most important is that you understand and enjoy the Process!

ALL ABOUT YOU

- _____ The Ultimate Scenario
 - What's important to you?
 - Your Wants & Needs...Wish List!

HOW WE WORK

- _____ Agency Relationships/Buyer Broker Agreement
- _____ Reticular Activator
- _____ Referral Reward Program
- _____ My Resume
- _____ Who to Call? Schedule & Hours to Reach Me
- _____ Parties to a Transaction

SEARCHING FOR A HOME

- _____ Types of Homes for Sale in Market [HUD/VA Repos/REO's, Short Sales]
- _____ Status of Homes
- _____ Short Sale Process
- _____ Driving by and Checking Out Neighborhoods
- _____ 101 Most Common Speed bumps
- _____ 10 Commandments of Buying a Home

NEGOTIATING PERIOD

- _____ Home Buying Process Timeline
- _____ Up Front Costs
 - Deposit Required for Purchase Agreement
 - Appraisal (lender cost upon accepted contract)
 - Credit Report (lender cost)
 - Home Inspection
 - Closing Costs (Loan fees and costs should be discussed with lender, these fees are not upfront but should be discussed)

IN CONTRACT

- _____ Home Inspections :Termite Inspections, Well & Septic
- _____ Requesting Repairs Vs. As-Is
- _____ 17 Day Review (Disclosure/Inspection Review)
- _____ Home Warranty (Brochure)
- _____ Home Owners Insurance
- _____ Be Prepared for Lot's of Paperwork

GETTING READY TO CELEBRATE

- _____ Signing Your Final Closing/Loan Documents
- _____ Final Walkthrough
- _____ Getting Your Keys
- _____ Building Clients for Life!
- _____ Preferred Client Agreement

Buyer

Buyer