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# *Listing Agent "Cheat Sheet"*

***1. What is the seller looking for/I don't want to waste anyones time"*** "The seller is using this method to see what someone is willing to pay. The seller is motivated and needs offers. The nice thing is it's very easy to submit an offer because you don't waste time writing contracts unless you're the winner. So your buyer has a chance and if the seller likes it, they can accept the offer at anytime."

***2. Is it an Auction?*** "No, it's a Standard Sale. Your buyer can have Inspections, Financing (FHA/VA/Conv), and Contingencies."

***3. Should I wait to put my offer in?*** "You can wait, however, if someone else submits an offer and the seller likes it, they can accept at anytime and your buyer may miss out. I encourage you to submit the offer because it is very easy to do.

***4. How do I offer?*** "Submit a Digital Offer at HomeSale.plus. It takes 60 seconds. Do not send a written contract unless your offer is accepted."

***5. What do I need to start?*** "Just a Pre-Approval or Proof of Funds. Upload it to the site to get verified, then click 'Make Offer'."

***6. Is the seller offering commission?*** "You're going to love the system. You request your Commission directly on the offer screen. The system adds it to the offer so the seller sees their 'Net' result. If the seller likes your offer, the seller pays the commission at settlement."

***7.Can we change the offer?*** "Yes, you can adjust or cancel your offer instantly while the window is open."

- ***It is important to always encourage offers, even if it is lower priced. We do not want to tell them the seller is only looking for "x" amount, this will impact the competition.***
- ***Remind them how easy it is to submit a digital offer, their buyer has a chance, and they don't have to waste time submitting contracts unless they win.***