



At Least 14 Questions To Ask A Real Estate Professional Before Getting Into Their Car - Especially If They Offer A Guarantee!

1. How long have you been in the real estate profession? Do you have the experience and track record to prove you are a top agent?
2. What awards have you earned? Do your awards really mean anything to your ability to give us great service?
3. What qualifications do you have that distinguish you from most other agents? Do you have any background in law, finance, marketing and communication to make us feel more secure?
4. Is your real estate company the # 1 company in your market? In the World? What % of the local market do you and your company have.
5. Have you ever been sued for any realty transaction? Do you carry \$1,000,000 E/O insurance to protect us against your negligence?
6. Do you have a full-time Buyer's Specialist available to give us their full attention?
7. What do you do to help the community? Do you coach or sponsor minor sports, give to local charities or participate in fund raising?
8. How do you communicate with your clients? Do you have a computerized property search system that automatically emails new listings to our computer hourly? Can we reach you and be shown properties 7 days a week and on short notice?
9. Do you have procedures established for taking care of us all the way through the home purchase process? What are they?
10. Do you offer a WRITTEN GUARANTEE to ensure we will receive the services you offer?
11. Do you offer financial and after sale specials such as moving boxes, address change cards, closing gifts, garage sale signs, decorating service, yard clean-up service, and annual calendars.
12. What advantage can you offer us in getting a low interest mortgage with great terms with a reputable financial institution? Do you have relationships we can benefit from with a good mortgage broker?

13. What is your negotiating philosophy, and how do you apply it to me? Will you work to make sure we get the best value possible?

14. Can you sell us a new, resale or foreclosed home? Are you expert in all forms of residential real estate beyond single homes such as hobby farms, condos, town homes, apartments, duplexes, mobile homes and building lots?

There are more questions to ask. This is just a sampling. I hope it helps. But as one of the very top REMAX REALTORS literally in the world and as REMAX is # 1, I am sure I can give you all the hard evidence you need to help you choose me to represent your real estate objectives to the end that we will become "Your Friends In Deed For Life".