

The Real Estate Agent Cheat Sheet for Exactly How To Negotiate Your Buyer Agent Commission & Language To Get The Seller To Pay The Fee!

3 Versions of Contract Examples to Ask The Seller To Pay For Buyer Concessions:

1. Seller to pay X% towards buyer's allowable closing costs, pre-pays or concessions.
2. Seller to pay X% towards buyer's allowable concessions.
3. Seller to pay X% towards buyer's allowable concessions to be used towards buyer broker fees.

(As always, consult with your broker on the exact wording they'd like you to utilize with any and all purchase offers)

Script to utilize when speaking to buyers about the commission:

1. I want to make sure you fully understand how buyer representation works, how everyone gets paid and most importantly, how I might be able to save you a lot of money out of pocket.
2. I generally try to negotiate ALL or at least MOST of your buyer broker fee to be paid for by the seller.
3. Anything we can do to save you out of pocket cash is usually preferred by most buyers but let me know what your thoughts are here.

Creating Your Value Stack

Value Stack all of the services and unique access you provide.

Your goal is to create a large list of all the things you do to help the buyer, which they would NOT get from another buyer agent, the listing agent, or their friend/family member that also has a real estate license.

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That Pairs With Your Cheat Sheet At:**

<https://www.buyeragentcontracts.com/agent-cheat-sheet-confirmation>