SAFE ISLAND DIALOGUE

Agent: *Mr. and Mrs. Seller, before we begin may I show you how I work?*

Client: *Sure.*

Agent: *The first thing I need to do is ask you some questions about why you're selling. That's going to save us both a lot of time. Is it all right if we start with the questions?*

Client: *That would be fine.*

Agent: *Then I'd like you to show me through your house as if I were a buyer. In this way we won't miss anything that could affect the market value of your home. How does that sound to you?*

Client: *OK.*

Agent: *We'll come back here to the kitchen table and I'd like to show you some things about me and my company–what we do to sell a house and how we earn our commission. I think you'll agree that if you don't think I can do the job, then there's no reason to talk about price, is there?*

Client: *No.*

Agent: *OK. Then I'll give you all the facts so you can make a logical decision about the price at which to sell your house. As a matter of fact, I'll even show you an estimate of what you might expect to net from the sale of your house. I know money is important to you, isn't it?*

Client: *Yes.*

Agent: *After that, I'll answer any questions you might have and we'll go over the listing forms together. I think if we can accomplish these six things, we'll be in a position to decide about each other. Don't you agree?*

Client: *That makes sense.*