



## Texas Premier Realty's Rebate Program & Representation Agreement

This agreement is to clarify the relationship between Texas Premier Realty and the buyer Client listed below. It is understood by the Client that during our showings today or any showings in the future that \_\_\_\_\_, Agent for Texas Premier Realty, represents the interest of you as the buyer Client and not the seller. As our client you the buyer will receive the following benefits.

1 All the benefits of my knowledge, experience, and fiduciary duty will belong to you, the buyer and not the seller. It is my pledge to you to negotiate on your behalf the best deal as far as terms & price.

2 As our client I will create a buyer profile for you. This will include all the needs and desires of your new home, such as price, location, number of bedrooms, kitchen, bathrooms etc. The homes that match your profile will be emailed to you daily along with pictures prices and descriptions. This will allow you to be the first to receive new listings that come on the market that match your needs. It gives you the opportunity to beat out other buyers.

3 It is my pledge to work with you on your schedule when you are available. I will make showing appointments and show you homes around your schedule.

4 As a Thank You. I will pay up to **\$2000.00**, Of your expenses at closing. Certain Conditions apply. The total amount of Rebate will be a maximum of up to \_\_\_\_\_% of my sales commission on this transaction.

This agreement appoints Agent \_\_\_\_\_ as client's sole buyer's representative to show properties to and make offers on behalf of the client. The client will receive e-mail updates on properties that fit their buyer's profile. It is understood that there is no charge to you, my client, for my services. All fees will be collected from the seller.

Buyer client agrees to make any other Real Estate Agent or Home Builder they communicate with aware of this agreement. This agreement will begins \_\_\_\_\_ and will continue for \_\_\_\_\_ days.

Clients Printed Name \_\_\_\_\_

Clients Email \_\_\_\_\_ Phone# \_\_\_\_\_

Buyer Client Signature \_\_\_\_\_ Date \_\_\_\_\_

Agent Signature \_\_\_\_\_ Date \_\_\_\_\_

## **Presentation of the IABS Form and the 1 Page Agreement.**

The working agreement was designed to be presented along with the IABS form which is presented first. Here is how I use these two docs together. I first present the IABS form and I say.

This is a doc that the State of Texas requires me to discuss with you. It states that I can work with you the buyer or I can work with the seller of the home. It benefits you the buyer if I strictly work with you as a client and then all my knowledge experience and fiduciary duty belongs to you and not the seller. All you need to do for me to work with you is to agree to work with me.

Then I put this loyalty working agreement doc in front of them and I say these are the benefits you will receive if you work with me. Read it to them. Items 1-4 & 5 benefits. Let the client know all they need to do to get these benefits is to agree to work with you the agent.

Once you finish reading the items to them you then hand the client a pen look him or her straight in the eye and you ask this question word for word.

## **Mr. and Mrs. Davis, Do You See Any Reason You And I Can't Work Together To Find Your New Home?**

This has proven to work for me 98% of the Time. They all have signed for me except for 2 people. If they refuse or are reluctant to sign that probably means that somethings up with them. They may have no intention of using you as their agent they may have a relative or an agent that is out of town and can't show them homes and are wasting your time. I ask them questions like.

What is it about me working for you for free that you don't like? If no answer Ask them why they are reluctant to sign. If after asking a few questions you make this statement.

I am so sorry Mr. & Mrs. Davis but if you cannot agree to work with me, My Broker will not allow me to work with you. I am sorry it has to end this way. If you change your mind here is my card.

Once they sign this doc go forward and make sure they can get approved for a home and then show them homes.

When your new client is ready to make an offer pull out the Texas Realtors buyers rep agreement the big one and have them sign that one. It covers more details and it protects you the agent more. I have found when the client is ready to sign docs on their first offer, they are more than willing to sign the big buyer's rep agreement. I strongly suggest that you strike through the section in the big buyers' rep agreement that says that the buyer will pay the brokers fees if the seller will not.

NOTE: To add a better value to you client you can add this statement Replace benefit #4 with this.

4 One of the best benefits to you our client is you do not pay anything for my services my fees are paid by the seller of the home. As a Thank You. I will even pay up to \$1500.00 of your closing cost. Some Broker Restrictions Apply.

