

**5 Easy Ways to reach out
To the Commercial Agents
In your classroom**



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Strategy #1 – Get Educated

- Take a class
- Read articles
- Find a friend
- Look at websites
- Get stories

2

Strategy #2, part 1 – Vary vocabulary

House	Land, Real Estate, Property
Buyer Agent	Buyer Rep
Buyer Agency Agreement	Representation Agreement
Home Inspection	PCA or property inspection
Listing Agent	Same or Seller rep

3

Strategy #2, part 2 – Mix it up

Hey, we just need one or two.....

4

Strategy #3 – Don't Fake it

My Apologies

Don't

Don't

5

Strategy #3 – Do reveal your creds

Education

Experience

Designations

Licenses

Be careful

People you know

6

Strategy #4 – Find out who is there!

7

Strategy # 5 – Ask them

8

9
