

NOT Killing your next commission check

1. You are _____ your _____ home.

2. Your Option period _____ Ticking!

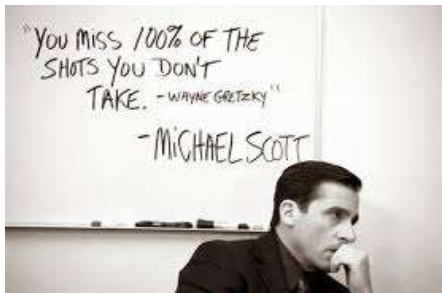
3. Contact _____ apart

4. Not _____ a negation _____ .

5. How could _____ have _____ this?

6. Schedule some _____

“Time flies like an arrow; fruit
flies like a banana.”
— Anthony G. Oettinger



Roof

_____ inspection by at _____

Several _____ in your _____

Be sure your _____ don't _____

Get those _____ done before the _____

Foundation

Get a _____ inspection

Have _____ Venders _____

Present a _____ bill of _____

*You can observe a lot by just watching.
– Yogi Berra*

HVAC

- When was it last _____?

- Get it _____

- place _____ in _____ sight

- If its _____ old, _____ a _____

warranty

- People will _____ your time and

_____.

Plumbing

- 1) Is _____ working ? _____

- 2) Leaks, _____, Leaks! _____

- 3) How ___ are the _____ _____

- 4) Offer _____ _____

- 5) _____ from a _____ of Strength, _____

*Everything is negotiable.
Whether or not the
negotiation is easy is
another thing. Carrie Fisher*

The Cost of Not Thinking Ahead

- _____ the _____ of the repairs. _____

- _____ factor _____

- The _____ factor _____

Deferred Maintenance!

a) Honey ____ or ____

b) The _____ is in the details

c) _____ what you ____

d) Having _____ contractors

Smooth and easy equals bigger paychecks and more referrals ____

1. Pre _____

2. _____ or bid

3. _____ accordingly

4. Sellers _____

Key Page 1.

Marketing (or selling), dream

Is

Falls

Even, position

I, avoided

relief

Key Page 2.

free, roofing professional

vendors, pocket

vendors, overstep

repairs, inspection

pre (or free)

several, handy

clean, health

Key Page 3

Serviced?

Service documents, plain

Super, offer, home

Waste, theirs

Key Page 4.

Everything

Leaks

Old, appliances

Concessions

Negotiate, position

Triple, cost

Time

Risk

Key Page 5

Do, die

Devil

Eliminate can

Good

Inspection (its good!)

Fix

Price

disclosure