

Representation vs No Representation

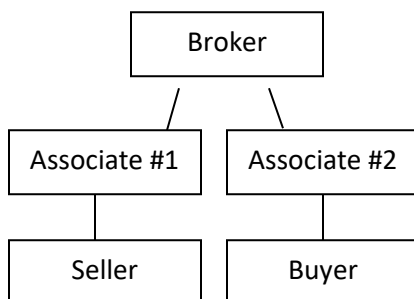
	Client-Level Service (when you are represented)	Customer-Level Service (when you are NOT represented)
Loyalty	√	
Confidentiality	√	
Full disclosure	√	
Price counseling	√	
Negotiate on your behalf	√	
Work for you	√	
Protect your best interest	√	
Honesty	√	√

- **Confidentiality** begins when representation begins. **Share your confidential information with a real estate agent ONLY after choosing your agent!**
- Most of the time, when an agent shows a buyer your home, the agent will be representing the BUYER and will NOT be representing you.

Intermediary Relationships

What it means for you...

With Appointments



With Appointments

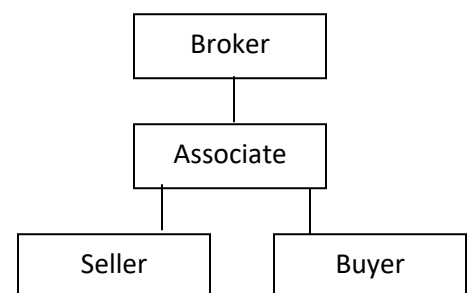
(advice and opinion given to both parties)

In Either Situation:

1. May not disclose to the buyer that the seller will accept a lower price without seller's written authorization
2. May not disclose to the seller that the buyer will pay a higher price without buyer's written authorization
3. May not disclose confidential information gained through the course of an agency relationship

(See Information About Brokerage Services Form for further explanation)

Without Appointments



Without Appointments

(NO advice or opinion to either party)