BUYER BLUEPRINT

Discover how we turn chaos into clarity—before the first showing even happens.

AVOIDING BUYER BREAKDOWNS

Many agents struggle with uncommitted buyers, shifting goals, and unclear timelines.
The truth? It all starts with the buyer consultation.

We've built a proven consultation framework that creates alignment, sets expectations, and builds trust from Day 1.

Mastering this part of the process means:

- Fewer surprises
- Stronger offers
- More confident buyers
- Smoother closings
- Less contracts busting out

THE 7-STEP BUYER BLUEPRINT

1. **Get Pre-Approved or Show Proof of Funds**
   Establish buyer seriousness & price point.

2. **Host a Buyer Consultation to Define Search Criteria**
   Uncover must-haves, deal-breakers & market fit.

3. **Strategic Showings with a Purpose**
   How to manage expectations using a showing assistant

4. **Run a Data-Driven CMA for the Offer**
   Eliminate guesswork and justify price.

5. **Coach Through Option Period & Inspections**
   95% of deals that fall, fall through at inspections! Take them through the "Big 5" on inspections before you even start.

6. **Prep Buyers for Appraisals & Contingencies**
   Avoid panic when values shift.

7. **Celebrate Closing—Like Pros Do**
   Wrap with systems, referrals, and next steps.