

# Our Professional Relationship

## Our Commitment to You

We are full-time professional Realtors®. We are educated in the legal aspects of real estate practice and licensed by the State of California to provide real estate services. As members of both the California and National Associations of Realtors®, we abide by a strict Code of Ethics to provide you with the highest level of service. We earn our living by serving the needs of home buyers and sellers with integrity. As soon as we start providing you with assistance or advice, we begin an "Agency" relationship. Since our fiduciary duty begins at that point, we soon will be asking you for your commitment to us, as we go through the process.

## Your Commitment to Us

We will invest substantial time and effort in locating your home, and will represent you with unequalled integrity throughout the purchase of that home. In return, we request your loyalty - a commitment that you will work with us, exclusively, in selecting and purchasing your home.

## Skilled Service

A large part of our work is performed "behind the scenes": previewing homes, researching comparable sales, gaining market knowledge, evaluating changing legislation, and maintaining our professional credentials. For every hour we spend showing you homes, we will have spent up to ten hours preparing. We are constantly acquiring information that will help us to better serve you.

## How We Are Compensated

We are not paid a traditional salary; we work entirely on commission, which we receive only if we initiate and complete a transaction for you. We are compensated only when all of your needs have been satisfied and you take ownership of your new home. All of the services we provide are uncompensated unless you purchase a home through us. Real Estate commissions traditionally are paid at the close of escrow from the Seller's proceeds.

## Putting Us to Work for You

If you see any home that interests you, ask me about it. Whether it is advertised by sign, in the newspaper, a "For Sale By Owner" listed with another Realtor®, or not even on the market - I am able to best represent you in the pursuit of that property.

If you have any questions about how I work, please ask. Our professional relationship is critical to the successful purchase of your home.