**Housekeeping**

This is an 8 part series and each week is recorded through the first 2 parts of each mastermind

*Paste YouTube link to the channel in chat: www.youtube.com/channel/UCcwvTfGL\_ZbsjIPAaH6f1bw*

The class is broken down into 3 25–30-minute parts

* Training- Classroom style teaching of skills
* Practical application or discussion of training- how to use and live roll plays Q and A-
* What are you challenged with? Can be any real estate topic *(3 minutes per topic max)*
* Discuss Checklist & importance of following it exactly in order (do NOT post in chat, just show on screen) [*(link to checklist)*](https://docs.google.com/spreadsheets/d/1i22TA566Wh2RHgVwoA54H06Z0TfmjytF/edit?usp=sharing&ouid=104595745709642888559&rtpof=true&sd=true)

**Objective**

To provide a list of tools to be built out and customized to serve as your buyer presentation. To give you the skills and technologies to support a buyer in the purchase of your home.

**Tools Covered**

* Buyer Presentation
* “What to Expect”
* The Affordability Calculator
* Non-Binding Offer
* The “Buyer Agreement”

**Buyer Presentations**

* EXP [Buyer Presentation](https://www.expmarketingcenter.com/free-real-estate-templates/buyer-listing-presentations/buyer-presentations)
* [Personalized Buyer Presentation](https://drive.google.com/file/d/1t55PvwF_-vALSVhwOP0HY9B2u4hCtolD/view?usp=sharing)
* Consider a Binder

**The “What to Expect” Portion**

* [What to Expect](https://drive.google.com/file/d/1rp_MtdkgcoGkXYrWUA8RKeV7ihKYZhFL/view?usp=sharing)

**Affordability Calculator**

* [Affordability Calculator](https://www.realtor.com/mortgage/tools/affordability-calculator/) (Not required, but helpful in your binder)

**Non-Binding Offer**

* As-Is Contract- Highlighted (to show the “outs’ as well as the what’s included, etc)
* Highlight Important Parts (shows knowledge)
* 2 Blank Offers complete (For writing on the spot, or a Tablet loaded that they can sign)

**Buyer Agreement**

* [GPS Buyer Agreement](https://drive.google.com/file/d/1r1fnmwhGsCn27k2bAxG-zyryXdz7bHgr/view?usp=sharing) (The single most important document you have)