

Opportunity #2:

A High Point in the Transaction

Look for a “win” during the transaction; perhaps your contract wins out in a multiple offer situation and your buyers are very excited. Maybe stellar negotiations on your part earned your seller more than list price and their excitement about your skilled experience level is obvious. Any time your Buyer or Seller indicates their approval of the job you’re doing on their behalf, make the most of that moment....

“I’m glad you’re excited about the outcome (of whatever situation is applicable), now don’t forget this moment when I request that recommendation in the near future!”