



ProtectTheSeller
VERIFIED

The Nine Questions

Every seller deserves these answered before you sign

Any agent can answer these. A Verified agent has already put their answers in writing, had them reviewed by a real person, and renews that promise every year. Send this list to your agent when you book the appointment, and ask them to get Verified before you meet.

Before question one, ask: “Are you **ProtectTheSeller** Verified?”

- 1 How much business do you actually do, this past year and over your career? Is real estate your full-time work?
- 2 When are you available, how quickly will you respond, and what is your plan for me when you're out of town?
- 3 What is your cancellation policy? Can I leave the listing if this isn't working?
- 4 How does the commission work: what do you charge, who pays the buyer's agent, and what if the buyer is unrepresented?
- 5 How do you handle dual agency, when the seller and the buyer both use the same agent?
- 6 What do you honestly think my home is worth, the real number and not the flattering one? Where are the comparables?
- 7 What exactly do you do for your fee?
- 8 Who do you recommend for lenders, inspectors, and contractors, and do you get anything for the referral?
- 9 What happens after I sign: how often will I hear from you, and how will I know what is going on?

If your agent will not answer honestly, reach out and we will match you with a Verified agent.

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