

Why is this important?

Many clients are unaware of the implications of existing buyer relationships when moving from agent to agent. Protect yourself and your time by ensuring that your client is committed to you, and that you won't experience any agency conflicts later on.

Quick Ask Upon Meeting: *How long have you been looking?*

Recommended Script:

Hey, just so I can give you the absolute best experience and avoid any overlaps or confusion, I like to start with a quick check-in: Have you already been working with any other agents recently or had anyone show you homes?

Totally no pressure either way—it's just important for me to understand where you're at in the process so I can be respectful of any prior relationships and also know how to best move forward with you from here. My goal is to be 100% clear, professional, and make your experience smooth and successful from day one."

- **Benefits of this approach:**

Helpful and respectful, not accusatory.

Positions you as organized and ethical.

Gently reminds the client that representation matters.

Opens the door for them to disclose prior agent relationships honestly.