## Explaining How Commission Is Used: Script #4

Seller: Can you reduce your commission?

AGENT: Of course. As you know, commissions are negotiable. But let me ask you—what are you trying to accomplish by getting me to reduce the commission?

Seller: I'm trying to save money.

AGENT: I understand. Do you know how a commission structure works?

SELLER: Not really. I just know that I have to pay you a certain amount of what I receive for my house, and that means I get to keep less.

AGENT: Let me explain what happens when you reduce a commission.

First of all, half of the commission usually goes to a cooperating agent. When you reduce the commission, you reduce the incentive for that agent to bring a buyer to your house. If an agent has ten different houses, nine of which come with a 3 percent commission, one of which comes with 2.5 percent commission, which houses do you think they're going to show?

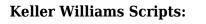
Seller: The ones with the larger commission.

AGENT: Absolutely. You're putting yourself at a disadvantage competitively when you reduce your commission, wouldn't you agree?

Seller: I guess that's true.

# **Keller Williams Scripts**

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## **Table of Contents Keller Williams Scripts**

- 1. Understanding the eBook Keller Williams Scripts
  - The Rise of Digital Reading Keller Williams Scripts
  - Advantages of eBooks Over Traditional Books
- 2. Identifying Keller Williams Scripts
  - Exploring Different Genres
  - Considering Fiction vs. Non-Fiction
  - Determining Your Reading Goals
- 3. Choosing the Right eBook Platform
  - Popular eBook Platforms
  - Features to Look for in an Keller Williams Scripts
  - User-Friendly Interface
- 4. Exploring eBook Recommendations from Keller Williams Scripts
  - Personalized Recommendations
  - $\circ\,$  Keller Williams Scripts User Reviews and Ratings
  - Keller Williams Scripts and Bestseller Lists
- 5. Accessing Keller Williams Scripts Free and Paid eBooks
  - Keller Williams Scripts Public Domain eBooks
  - Keller Williams Scripts eBook Subscription Services
  - Keller Williams Scripts Budget-Friendly Options

- 6. Navigating Keller Williams Scripts eBook Formats
  - o ePub, PDF, MOBI, and More
  - Keller Williams Scripts Compatibility with Devices
  - Keller Williams Scripts Enhanced eBook Features
- 7. Enhancing Your Reading Experience
  - Adjustable Fonts and Text Sizes of Keller Williams Scripts
  - Highlighting and Note-Taking Keller Williams Scripts
  - Interactive Elements Keller Williams Scripts
- 8. Staying Engaged with Keller Williams Scripts
  - Joining Online Reading Communities
  - Participating in Virtual Book Clubs
  - Following Authors and Publishers Keller Williams Scripts
- 9. Balancing eBooks and Physical Books Keller Williams Scripts
  - Benefits of a Digital Library
  - Creating a Diverse Reading Collection Keller Williams Scripts
- 10. Overcoming Reading Challenges
  - Dealing with Digital Eye Strain
  - Minimizing Distractions
  - Managing Screen Time
- 11. Cultivating a Reading Routine Keller Williams Scripts
  - Setting Reading Goals Keller Williams Scripts
  - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Keller Williams Scripts
  - Fact-Checking eBook Content of Keller Williams Scripts
  - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
  - Utilizing eBooks for Skill Development
  - Exploring Educational eBooks
- 14. Embracing eBook Trends
  - Integration of Multimedia Elements

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