

SHIFT Book Club Session 5

Tactic #12: Bulletproofing the Transaction PART 2 (p. 241-270)

Self-Reflection:



1. What tactics can you use at different stages of a transaction to keep it on as short of a timetable to close as possible?
2. What are some important things you can remind your buyer not to do financially before securing their loan and closing on their home? How can you best communicate those things to your buyer?
3. How can your actions during a transaction hurt or help your reputation for the long-haul of your career?
4. What are some ways you can reduce the chance of a client getting cold feet so that the transaction can stay on track and get to the finish line?