

MISTAKE 2

NOT TRUSTING THE AGENT

If you don't trust the agent, don't hire the agent.



A major ingredient in any relationship, business or personal, is trust. Before you choose your agent, ask many questions, check references, ask for a guarantee, test their negotiation skills and ask yourself a BIG question: Do I feel comfortable with this person handling the sale of my family home?

If your answer is 'no', do not hire the agent to make decisions and get on with the job of finding the right buyer for your home. If later, you lose your trust, you can dismiss the agent (if you receive a guarantee).

**In the meantime, show your trust.
They won't let you down.**