



SHAWN BRITT BESANSON
"Call a Raleigh / Cary Native"
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"The Showing"

Everything is going to be fine. Centralized Showing Service (CSS) has called you in advance regarding the date and time and you have to make your last minute preparations for the showing. The Listing Agent receives an e-mail notification from CSS for every showing.

RELAX Try to be understanding regarding the time of the showing; the agent may have several showings scheduled and he or she may be a bit early or late. It is very difficult to be precisely on time with a showing. Use this time to run errands, take in a movie, go see a friend, etc.

THE PET Please keep pets away. Pet lovers may be distracted by your pet, however, those who do not have pets may find them bothersome.

CHILDREN SHOULD BE SEEN, NOT HEARD If you must remain at home during the showing and you have children, please ask them to remain away from the agent and potential buyers.

DING DONG If you happen to still be at home when the agent arrives, answer the door. The agent will take care of the introductions. Invite the agent to begin showing the home and then you may excuse yourself.

CONVERSING WITH THE BUYERS If you are at home when the agent and potential buyers arrive, you may be asked questions about the neighborhood, house, etc. By all means answer pleasantly, however, avoid becoming engaged in a conversation. Do not initiate conversations about aspects of the home. Questions regarding terms of sale should be referred to the Listing Agent.

SHOWING FEEDBACK The agent showing your home will be sent an e-mail requesting feedback from clients regarding the showing. Most agents will respond with feedback; however, there are times when no feedback is received. The Listing Agent will forward all feedback emails to you as soon as they are received.

"The customer always comes first and the right agent makes all the difference in the world."