

## THIS IS THE CHAT FROM OUR "NO MONEY, NO PROBLEM!"

18:05:07 From Linda Kody : will the recording be shared?  
18:05:48 From Jack Gately : Replying to "Thank you for offeri..."

TY

18:08:23 From Linda Kody : notorious Rob gives great information on real estate to make you think if you aren't familiar with him  
18:08:59 From Mike Russell : Rob Hahn is the man  
18:11:11 From Kimberly Allard : competition.realtor  
18:11:19 From Kimberly Allard : realestatecomissionfacts.com  
18:17:45 From Karen Martin : recipricle agreements ? are they in violation  
18:17:54 From Lyra Hall : that is awesome!!!!  
18:19:03 From Kimberly Allard : reciprocal with who?  
18:19:26 From Karen Martin : office to office Kim  
18:19:30 From Kimberly Allard : ah  
18:21:57 From Joyce Parlapiano : My rate of pay...  
18:22:40 From Donna McGoff : Will office policies be able to dictate buyer agent compensation?  
18:27:07 From Donna McGoff : yes  
18:31:16 From Kimberly Allard : the offer of compensation is merely a suggestion  
18:31:27 From Kimberly Allard : ^to the buyer agent  
18:32:14 From Jack Gately : Reminder: Once the judge issues a Prelim Approval of the settlement the Final Judgement won't be issued for at least 110 days thereafter. So this won't become real until much later this year.  
18:32:36 From Linda Kody : thanks Jack. Good to know.  
18:33:28 From Jack Gately : And the Prelim Approval has yet to be issued  
18:34:41 From Linda Kody : I never received a link  
18:35:25 From Anita Hill : Jack that is an important piece of information because that means during that time the information now becomes public to consumers, through notices, mailing and press release  
18:36:34 From Linda Kody : Just to say, you are not mandated to sell a property with a contract either. It's just not common practice.  
18:37:52 From Kimberly Allard : You can operate without a contract, but then you are also operating without a contract for payment for services  
18:40:52 From Kimberly Allard : Commissions are negotiable but Agents/Brokerage are under NO obligation to re-negotiate fees after a listing or buyer agent agreement has been signed  
18:48:31 From Kimberly Allard : its my opinion, that most agents dont use Buyer Agent Contracts, because they dont want to talk about fees, and

they dont want to talk about fees because the agent has a hard time justifying the fee for their services ( value proposition )

18:49:40 From kathy devine : There needs to be a campaign to make buyers aware of the benefits of buyer counseling and a buyer agency contract, just as sellers have been 'educated' regarding a sellers contract

18:51:29 From Kimberly Allard : competition.realtor has tremendous resources for REALTORS to use with their clients on the value to an agent's services as a buyer

18:53:40 From Cristina To Kate Lanagan MacGregor (privately) : Please send me the chat!

18:53:59 From Shawna Hansen : Truth!

18:57:47 From Kimberly Allard :  
<https://www.housingwire.com/articles/why-the-us-mls-system-is-the-envy-of-other-countries/>

18:59:11 From Shawna Hansen : I would show the client my worth and ask them to work with me per the terms of the contract. It's a lot better to negotiate the service payment to me rather than be roped in by another agent's negotiation with their client. They deserve the best service.

18:59:20 From Lyra Hall : not at the moment

18:59:34 From Lyra Hall : yes please id like a copy

18:59:34 From Donna McGoff : please send me a copy of the chat thank you

18:59:37 From Kimberly Allard : Thank you Kate for having the vision to offer this session

18:59:37 From Denise Cole : I would like a copy of the chat please

18:59:37 From Jack Gately : Send link to video plz

18:59:37 From Melissa Moço : Yes please

18:59:39 From Heather McKay : Copy of chat please

18:59:41 From Melody Roloff : Please forward a copy of the chat along with the attachments you sent in the email. THANK YOU!

18:59:42 From Vilma Crowley : Yes please

18:59:47 From Shawna Hansen : Thank you!

18:59:47 From Anita Hill : copy of chat please.

18:59:50 From Kelly Swett : Yes please

18:59:50 From Susan Callahan : I would like a copy of the chat please.

18:59:51 From Jeanine Reardon : Thanks for a great zoom!

18:59:53 From Lynn Amicucci : thank you Kate!

18:59:53 From Ron Soares : I would like a copy

18:59:54 From Stephen Medeiros : Thank You for starting the conversation. There needs to be a lot more education on this in the market place.

18:59:55 From Joyce Parlapiano : Thank you this has been a great

18:59:56 From Nicole Scavotto : Yes please!!

18:59:58 From Bernadette Foster no last name : Copy of the chat please! Also any further info/ detail on the Compass Exclusives

19:00:10 From Linda Kody : Thanks Kate. Good to get the discussion started.

19:00:13 From Denise Cole : Everything

19:00:14 From Shawna Hansen : I liked the questions at the end!

19:00:16 From Karen Martin : the suggested language to use

19:00:17 From Heather McKay : Learning something new

19:00:18 From Cristina: Some script to use with clients

19:00:19 From Michael Vaz : Thank you! - copy of chat!

19:00:20 From Derek Tiago : The examples! Thanks Kate

19:00:21 From Colleen Walo : Huge blissful thanks for taking your time to do this - very helpful!! So many great things hard to pick just one!!

19:00:23 From Melody Roloff : A lot of good information...hard to choose one thing

19:00:26 From Bernadette Foster no last name : Thanks so much. I could do this again, it's a lot! please send all extras. Honestly, my fav is always Kimberly's insightful additives

19:00:27 From Mathew Arruda : You're the highlight, Kate!

19:00:29 From Patrick Howland : Copy of chat please!

19:00:34 From Jack Gately : NW Listing Agreement

19:00:35 From Melissa Moço : Thanks again and it's great to hear you again.

19:00:36 From Cheryl Oliveira : Thank you Kate! Always a pleasure! Very organized , lots of info in a short time!

19:00:38 From Sara Gasparrini no last name : Thank you!!

19:00:42 From Donna McGoff : Thank you. I enjoyed the suggested language and reminder to use the buyers agency contracts now, don't wait

19:00:44 From Stephen Medeiros : Getting to see all my favorite Realtors 😊

19:00:46 From Lisa Ortiz-Capello : The questions, the scripts and all of the information!

19:00:50 From Lyra Hall : the scripts with the clients was great

19:00:58 From Bernadette Foster: Fave- the advice on how to approach this with Buyers in the future and what to do NOW for our business to ensure we are fully prepared for this change when it does come our way

19:01:10 From Mike Russell: Copy of chat please. Ty

19:01:10 From Sara Gasparrini no last name : Replying to "Kimberly Allard has ..."

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19:01:18 From Debbie Raposa : Great discussion, will read handout closely later.

19:01:19 From Eddie Veiga : Use Buyer Agency Agreements!! Been saying it for years.

19:01:27 From Kelly Swett : I like the suggested language & getting the discussion going. Thank you Kate!

19:01:40 From David Noyes : Thanks, Kate! Was just coming in the door with my daughter and the dog, but glad I caught it! David n

19:02:06 From Priscilla Madan : Replying to "the scripts with the..."

Great discussion! Lots of stuff to go over again. Lots of excellent information. Please send chat also!

19:02:09 From Barbara Ray : Suggested scripts and explanations will be super helpful going forward. Thank you!

19:02:30 From Cynthia Dunn : please send me the notes and chat. thank you

19:03:04 From SusanCallahan : I had trouble getting in with my computer . I really enjoyed this and know I need more education in this matter. Thank you for having this and inviting me

19:03:28 From Susan Callahan : Please send chat , Thanks

19:04:39 From David Noyes : Appraiser will see it in P&S....

19:05:04 From Bernadette Foster no last name : this is so true, the sale price has always included the fee

19:06:51 From Barbara Ray : Please send chat, thanks!

19:07:25 From Colleen Walo : Please send the chat - huge thanks!! :)

19:07:53 From Colleen Walo : Take the ABR class!!! Soooooo goood!

19:08:55 From Shawna Hansen : Thanks, Kate!

19:09:07 From Heather McKay : Thankntou