

AUSTIN REALTOR®

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We're Working For You

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Boost Your Success with Best Business Practices

A great REALTOR® needs more than attractive listings and slick marketing materials. To stand out in your field, you need to adopt the best business practices available. Enhance your image by following these important tips for conducting property transactions with integrity.

Showing Properties

When you show a home, sellers

trust that you will respect and protect their property. Do not violate this trust. Leave a business card so sellers know you have visited their home. After a showing, properly secure all doors and windows and turn off any lights you may have switched on.

If you plan to hold an open house for your listing, notify the neighbors in advance and get permis-

sion before placing signs on their property.

Agent Etiquette

Instead of viewing other REALTORS® as competition, treat them as professional resources. Pool your knowledge with an agent specializing in another field and you will both deepen your understanding of the industry. Being

See "Basic Etiquette," on page 13

INSIDE: Nominate a Colleague for a 2007 Industry Award
Advance Tickets for ABoR's Realty Round Up Now on Sale
Legal Topics: New Texas Laws of Interest to REALTORS®