

Agency Is Not An Accident!

By: Bobby Wood

- History of real estate agency in Tennessee
 - a. Seller agency
 - b. Subagency

- Creation of Buyer's Agency
 - a. Asking agents at time of setting up showing appointment who you represent
 - b. Not sharing commission with Buyer's Agents

- How do you know if you represent a Seller?

- How do you know if you represent a Buyer?

- The creation of Designated Agency

- How does agency effect Teams?

- How to handle unrepresented buyers?