



Team Vs. Agent

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What is a Team? Is it really a Team?

In Real Estate there are many choices for Sellers and Buyers to work with. One of those choices is a "Team" of agents that work together. The word "Team" gives the impression that all the members of that team are working together to achieve a common goal and to help their clients. One would assume if all the Agents on a "Team" are working on your property together that they would all share equally in the commission that is being paid. Most often this is NOT the case. Some "Teams" are formed specifically to give the

impression of co-operation but each Agent within that team earns their own commissions without the others. Certainly team members are friendly towards each other but at the end of the day if a team member must sell a property to pay their own bills we all know that team member is going to sell whatever they can to look after their own interests and pay their own bills at the end of the month. Why would an Agent be in a "Team" like this? To create the impression with clients that they are better than a single Agent. Are they really



more than just a single Agent under a different umbrella? Are they trying to "sell" you rather than sell your property?

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Single Agent - What is the advantage?

I as a single Agent, I accept the reality that when I work with a client that they do not wish to be handed down to another agent or an assistant on a regular basis. My buyers don't want someone else showing them properties and helping them to decide what is a good buy and what might not be. They hire me because of my experience, my expertise and my construction knowledge. It also helps

that I was born and raised in Fort St. John where I work and have 40+ years of local knowledge at my disposal. My Sellers hire me to be there showing their property to buyers to show off it's best features and not a "Team" member that works 9-5 who gets paid regardless. I am a consistently top producing Agent that keeps my clients' best interest first. I am motivated to sell my Seller's properties first!

Do you get that from a 9-5 assistant who takes a message? Do you get that from a "Team" member who gets nothing when your property sells? Are they busy trying to pay their own bills? Don't you deserve to know what you are paying for?