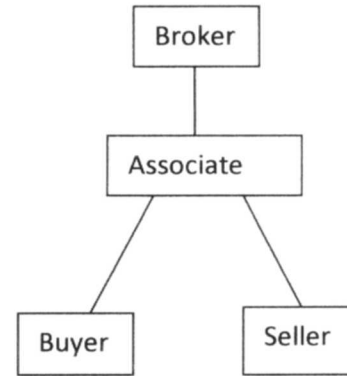


## WHY REPRESENTATION IS BEST

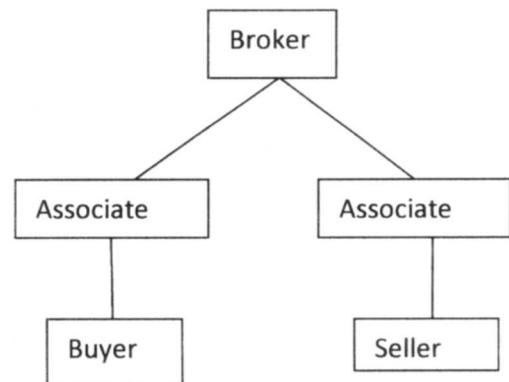
	Client Level Service	Customer Level Service
	When You Are Represented	Not Represented
Honesty	*	*
Fairness	*	*
Accountability	*	*
Reasonable Care	*	*
Disclose Material Facts	*	*
Undivided Loyalty	*	
Confidentiality	*	
Full Disclosure	*	
Objective Evaluation	*	
Price Counseling	*	
Help Negotiating	*	
Works for YOU	*	
Acting Under the buyers Instructions	*	

## INTERMEDIARY RELATIONSHIPS



WITHOUT APPOINTMENT

(without advice or opinions to either party)



WITH APPOINTMENT

(with advice and opinions to both parties)