

## Exercise 6: Make an offer

Based off the scorecards you filled out when previewing order the homes from top score to lowest score.

Take the top home and make an offer to the seller. Do not be shy! Let the seller know you have other homes you may be offering on. You can even share your list of homes you plan to offer on. This puts more pressure on the seller to accept your offer as is.

Note: Keep your creative wits about you. If you saw something that needs a little TLC do not discard it. This may be your opportunity to update a home to exactly your dream blueprint AND get an amazing bargain. Especially if it just needs some new paint, rugs, or clean up.

## Exercise 7: Was your offer accepted?

If your initial offer was not accepted fall back on your scorecards asking yourself two questions,

1. Can or should I raise the offer price?

AND

2. Is there another property I viewed which can be raised to my dream home blueprint for about the same or less money than I would have to offer on the property we lost out on.

Either make an offer more favorable to the seller on the same property or move onto one of the other ones in your list.

