“______, as I mentioned to you on the phone there’s a wrong way to look at homes and there’s a right way. Most people waste a tremendous amount of time and energy going to open houses or looking at homes they see advertised in magazines, newspapers or on the Internet.

What I want to share with you is that finding a home is not a process of selection; it’s a process of elimination. Now that I have a good idea of the type of property you’re interested in, we are going to begin the process of eliminating neighborhoods and styles of homes that you’re not interested in.

I’ll have succeeded in my job when I’ve helped educate you to the point that when we walk across the threshold of a home you’ll know what you like and you’ll know it’s a good deal. And when we’ve accomplished that you’ll be ready to buy.