



# DON'T DO THESE

- ♥ DON'T quit your job; DON'T change your job; DON'T get a promotion
- ♥ DON'T buy any large ticket items
- ♥ DON'T make David Copperfield deposits (all money needs to be traceable and in the bank)
- ♥ Buyers - DON'T talk to Seller's or their Agent directly (loose lips sink ships)
- ♥ Sellers - DON'T talk to Buyer's or their Agent directly (loose lips sink ships)
- ♥ DON'T get advice from a "buying committee" if not purchased in the last year (rules change constantly, circumstances are different)
- ♥ DON'T wait to see EVERYTHING that is on the market to make a decision -
- ♥ DON'T wait to find the absolute PERFECT house. You will always be limited by income, zoning, inventory, property taxes, cost of insurance and / or legislation.
- ♥ DON'T trash talk a property while IN the property – or in the yard (you could be recorded or overheard)
- ♥ DON'T call agents on yard signs to ask questions (this works against your relationship with your agent and can give unnecessary information to the sellers)
- ♥ DON'T attend open houses or new construction models WITHOUT YOUR AGENT – unless you have notified your agent and they cannot attend, at least they could notify the other representative BEFORE your arrival to secure their working relationship with you
- ♥ DON'T delay paperwork because you are irritated by the frequency and number of requests from the lender
- ♥ DON'T find a lender on the internet that offers ZERO or a really LOW interest rate (if it's too good to be true...)
- ♥ DON'T confuse Pre-Approval with Pre-QUALIFIED (a pre-approval is a faster process that you tell the lender what you make and what you owe and the price of the house you think you want and if all is PERFECT then the lender can do the loan; a PRE-QUAL is where you show your paystubs, 1099's and / or taxes and they pull your credit and discuss with you the true ability you have to get the loan)
- ♥ DON'T be afraid if everything feels like it is happening "too fast" or "too smoothly"
- ♥ DON'T call me at the last minute to CANCEL showing appointments – (understand that illness can happen without notice; just realize it takes time to reschedule or cancel)
- ♥ DON'T go home to sleep on it (a hot market: those extra hours could = you miss out or a multiple offer situation)
- ♥ DON'T co-sign for anyone for anything (not even a candy bar!!)
- ♥ DON'T believe everything you see on HGTV or other "reality shows" (the majority of that is scripted)
- ♥ DON'T schedule a vacation before we close, especially a cruise or international travel!
- ♥ DON'T order Direct TV or sign up for in-store credit – NOTHING that will pull your credit (hard or soft pull)
- ♥ DON'T change your name, get married or get divorced during the sell / purchase process
- ♥ DON'T have unreasonable expectations
- ♥ DON'T post about the house you just saw and how much you love it on social media (until after the closing)
- ♥ DON'T agree to or ask for anything that cannot be put in writing (either on the contract or in an addendum) – if it is "under the table" it is probably ILLEGAL
- ♥ DON'T look at Short Sales if you need to move immediately, or you want to be in control of the process or make requests for repairs after the home inspection
- ♥ DON'T DIE – don't get sick or have an accident or otherwise be incapacitated (it will delay, change or cancel) as well as be very bad, tragic and / or sad

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