# Should you use a buyer-broker agreement?

*If you're a buyer's agent, should you use a* buyer-broker agreement*? Peter Lorimer of* PLG Estates *talks about what this is and if it's appropriate to use.*

I've been fortunate in that I've worked with quality clientele who've been loyal to me. This is in large part because I've asked for their loyalty.

However, there's a document in real estate called the buyer-broker agreement. It essentially locks a buyer into working with a buyer's agent, and if the buyer ends up buying with another agent, you still get the commission.

Sounds like a good idea in theory, right?

However, it's a bit like a prenuptial agreement. My thought is: why would you enter into a relationship with a document that indicates that you may not trust the other person?

I'd prefer to start a relationship on a level playing field based on trust. My advice is not to use one.

Because if I'm a buyer and my agent says, "Sign this before I show you houses," I'd feel untrusting about it.

So instead, I would just say to look your buyers in the eye, put out your hand and say, "I'm going to work really hard for you, and I all ask in return is your loyalty. Is that cool with you?"

That should suffice.

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