

EZ Agent Quick Snippets: MLS & Listing Agreement Language

1. "Seller is motivated" MLS Remarks

"Seller is motivated to help your buyer make this work - call 555-5555 to ask how"

This was a script Joy shared in the chat. You can use the EZ 800 number or your own.

This followed a discussion about objections: why use buyer premiums over standard seller concessions? Source: [Topic Thursday 17](#) (Start time 24m27s)



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[Buyer Premiums for Affordability: Scripts, Objections, and Real Buy...](#)

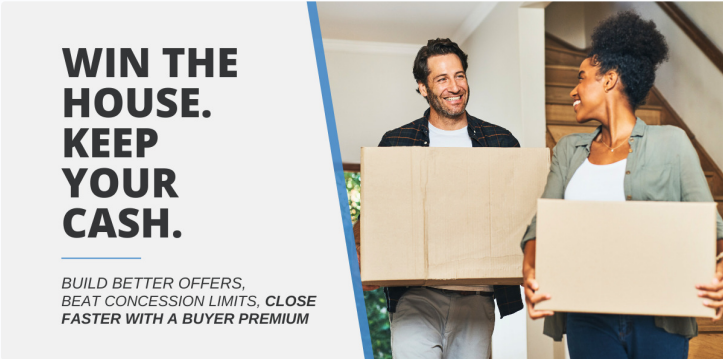
This week's Topic Thursday is all about turning the Buyer Premium into a clear benefit—not a roadblock. We cover how to use the Buyer Premium to: –Buy...

Joy also shared her quick guide on Buyers Premiums vs. Seller Concessions:

 Google Docs

[Guide from Joy Steidl EZ_Buyers_Premium_Complete_Guide.pdf](#)

Plus, here's a consumer-facing blog post on the EZ website you can share as you please:



 EZ Real Estate Platform

[The Secret to Smarter Offers: Seller Concessions + the EZ Buyer Pr...](#)

Imagine this: You find your dream home. It's priced competitively. You can see exactly what other buyers are offering. You know your offer counts. And –...

2. Simplifying MLS Remarks

Joy says keep MLS remarks simple "See offer Instructions;" also, get people excited with language like *"priced way below market value"*

Source: [Topic Thursday 27](#) (Start time: 10m12s)



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[How to Launch Listings that Drive Buyer Interest: We Review Real ...](#)

Kenneth shared his first EZ Platform listing and asked for help on Topic Thursday 27. The group reviewed his MLS wording, timing strategy, and how ...

3. Listing Agreement Language

What language should be in your listing agreement? Bonnie, Robert, and Joy discuss.

Source: [Monday Session 37](#) (Start time: 3m22s)



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[EZ Agent Weekly Tips & Coaching: Listing Agreements, Disclosures...](#)

This week's coaching covered the listing agreement language to use with the EZ addendum, how to explain compensation and disclosures to sellers, and...

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- Joy also shared in the chat: "In the commission portion put the amount the seller would agree to if doing it traditionally. Then under exhibits and addenda put see EZ addendum then in special stipulations add **'If the seller chooses to use the EZ Real Estate Platform, then the compensation will be executed according to the EZ Real Estate addendum; if seller does not choose to use the platform then the compensation will be issued according to line 62 of this agreement.'**"