

Explaining The Contract

Don't Call It A Contract

- Call it an agreement
- Call it the paperwork
- Nobody wants to sign a contract...
- Attorneys get involved with contracts

Clear Instructions

- When we COME TO AN AGREEMENT I'll send you my "Simple one page agreement that details our conversation over the phone" you'll look it over and then just approve it and send it back to me...
- If you have any questions don't approve it ... just give me a call.. We'll go over it together to make sure everything is clear...

I Want To Show This Paperwork To My Attorney

- I definitely want to encourage you to do whatever is best for you ... so that you can FEEL COMFORTABLE .. And FEEL CONFIDENT .. About everything..
- So if you don't mind paying the extra money to have the attorney look at it .. Then just let me know where else you'd like to send it to me..

I Want To Show This Paperwork To My Attorney (2)

- Here's a suggestion .. Let me send you the agreement first...
- You'll find that It's very simple and doesn't have much legal mumbo jumbo that you find with other paperwork...
- If you feel comfortable with it ... then you can just APPROVE IT .. Or you can send it to your attorney Whatever you'd like to do ..I'm perfectly ok with

Its Says You're Assigning The Contract... What Does That Mean?

- Many times our funding source requires us to close in a different name than originally in the contract...
- So the assignment allows us to do that without having to get signatures all over again...
- And ... it never changes the terms of the contract or affect ANYTHING that we have agreed upon..