EZ Real Estate Platform Weekly Mastermind Call 11

[00:00:19] Agent Wins and Check-Ins

Hey, Michele what's going on, Robert? Not much. How are you? I'm doing pretty good. It's Michele, by the way. And, uh, yeah, sorry. Have you ever talked to Bruce? No, no. I think he, he's starting a new coaching program, right? He's building his system. So he's been a little busy. Jeez. Did he, are you, are you ever going to go through training?

Well, I mean, I finished the training. I'm actually, you haven't gone through the hands on. No, no, I haven't done that. Yeah. It's much more valuable, much more. I'll take you to the next level or at least it is for everybody else. At some point you should probably try to do that as well. Even Bruce should do it.

Okay. So anyways, how are things? How's biz? It's going pretty good. I finally got, I've been practicing my presentation. I found. I haven't started yet, but I found a location in my area where I'm going to start. I'm going to bring the sign like you did at the Starbucks and just have some conversations.

Yeah, that's a good, that's a good thing to do for sure. You'll be surprised. Where are you at again? Naples, Florida. And I also work in Fort Myers. Okay. All right, cool. Ronald Frank, how's it going? Uh, not bad. Not bad. Has the hands on training been good for both of you?

Yeah. And be honest. Is it too much? Is it good? You like being able to send out stuff before we finish? Yeah. Okay. So, anyways, Michele, if you did come, I think I was trying to get you a part of these guys team. They have 2 more left. We get to do role playing on Thursday. That'll be fun, huh? Oh, yeah, great.

Find out how well the training's gone so far.

[00:02:19] Probate and Trust Real Estate Marketing Tips

Anyways, Frank, did you get your letters out? Um, I'll be going to the post office later today, right on, right on, right on. So, good, good, good, good. I have to admit, I did it my way, you know, the thing with Word and the, like I said, it's above my pay grade. So, I just had the, I had, I drafted my letter, had it in my CRM, uh, And, uh, just added them in, got them all signed, sealed, going to the post office today. Awesome. Yeah, it does, you know, there's no right way or wrong way.

The wrong way is not doing anything. Sitting around and waiting for it to, uh, happen. Yeah, you know, and I do a lot of, uh, direct mail and letters, you know, because I do a lot of probates and divorce and stuff.

So, I'm of the school of handwriting the envelopes myself. well, they say I get so what I use is a type font that looks like it's handwritten with ink, right? So, I don't know, but it's awesome. The, uh, Frank, were you a part of a. The probate mastery program. Yes. Yep. I graduated from that. Michele

did you pass it? Yes, I did. So that's the way Mikhail is that Frank? How did you come through us? Did you come through Bruce or. How'd you find us? Um, well, you know, I've taken a couple different probate certified course and I ran across when Chad was running it. Chad Corbett. Yeah, Chad. Chad Corbett. Yeah.

And I really, uh, really liked, I liked his whole approach and everything. So that's how I got into it. And I've also, I've also taken the EARN course, earning, uh, attorney referrals, attorney referrals. Yep. Now, are you, are you going out and seeking that?

Oh, yeah, probably about 80 percent of my business is probates and trust.

So, probates and trust, we, we're doing some trust work right now. They always like them when they don't have to pay a commission, right? Yeah, heirs love it . You know, knowing Bruce Hill the way I do, it's, it's like he's got a program and he, he kinda teaches you guys too to go out and chase listings. I mean, with our unique selling proposition, I mean, it should be a no brainer for you guys to pull every single probate you know, with the attorneys being able to go on and look at the website and what it does for 'em, I, I would think that the attorneys would love, uh, what you do as well.

Can't beat the unique selling proposition. Nobody wants to pay money anymore.

[00:05:02] How to Get Competitive Offers in a Buyers Market

I had a question for you, Robert. Okay. So right now I am in the process of expensing out what I need to do the one and done open house, because I want to make sure I have everything set up before I actually go prospecting for business. when you're doing houses in an HOA, do you still use the signs?

Cause I know the signs is the main lead magnet for getting people to the house when you discount the price. So how do you guys do that in an HOA and what else? Well, it's not the signs. It's the price that the MLS. That's why you post your listing in the MLS on a Thursday. So every MLS has a hot sheet, which means that's when they're syndicating it when they're throwing it out to, I think Joe says in Fort Myers, there's like 1900 that the websites that they syndicate to like Zillow, Realtor.com and all those things. So that's what's actually driving the stuff into the open house. You just got to make sure when you post it on Thursday that you have that open house list in your MLS agreement. And then the signs help them come into the home, the actual home. Okay. Do you, do you do the open house the week that you do the Thursday or do it the following week to give it two weeks?

So, I'm not in Florida. I'm in Seattle. I don't have hurricanes blowing through my area every five minutes. I don't have a declining market that you guys have. So, all of that stuff's got to be figured out. I know that 1 of our most successful agents out there, do you know, Joe Petno by any chance, Michele. Yeah, I, I, I haven't, but I know him. Okay. So he uses a title company out there and what they're doing is they're running a title report and with a 3 months, 6 month and 12 month estimate on prices. And he's using that now as a part of his presentation so that he can get the home price, right?

The sellers have to understand in florida You are not in a seller's market. Yeah, everything's balanced for buyers The stuff on the coast is terrible buyer's market So and what's your job as a listing agent? What's the most important job as a listing agents get buyers into the home? And you guys are in a little bit different anomaly because you got to take that three and six month into account Buyers going to be chasing the price up, or are they going to be chasing the price down?

And in Florida, we don't want it to be chasing it down because you don't know where the bottom is going to hit. Exactly. And even when you get down to market value, because you've dropped it so many times, what are they going to do? They're going to, you have to drop it again. They're going to ignore it.

Well, they're going to write a lower offer, right? Even if they say it. So if you can get your sellers to buy onto it, I'm going to, I'm going to use a Seattle house to explain to you what we're doing. So, we talk about buyer bucket pools, right? And I'm talking about that. And then, you know, a, um, When you have 100%, like this home in Seattle that Mona and I put on back on Columbus Day.

We had 100 percent buyers, bucket pool. Average price in that 800, 000. So we knew that 100 percent of the people would be interested in buying that home. Now you get into a 55 and older what happens that buyer bucket pool 10 percent of the entire buyers 10 percent so we better know what we're doing right or in your case You're in Fort Myers and that insurance is that people are leaving there just because of we have a home in Apollo Beach with a 10 Year old roof that had to be replaced this year Yeah, So it's not an owner friendly state with insurance companies bailing and all these new stupid rules that you guys come out with after every hurricane.

So we've got to take, so now I'm going to say what we did in Seattle. So in Seattle, there's a, uh, one of our students have a 400 square foot condo in a high rise. 500 HOA fees, no parking place, not really close to the business desirables. His owner that he is listing it for bought the home for 330k, um, and was going to rent it out.

All's he can get in rent in there is a thousand bucks a month. So he's losing money on it, right? So he's had this thing listed for two months. He started at three 60. Went down to 330 and now he's at 315. How many buyers you think have looked at that home? Not very many. So after talking to him, coaching him, talking to him, coaching him, talking, coaching him, it's like, what do we need to get us 50 to 100 buyers in there?

What price? And his closest cop was 275. 250, that's what he thought. Frank, you want to take a guess? What would you do? Um,

200. Ronald, what would you do?

Uh, Ron must be on the phone again. So anyways, uh, we settled on one. No, I, no, here, here's what I do. I, uh, for that one I'd go, uh, 2 95. 2 95. I mean, uh, 1 95, 1 95, uh, 1 95 wins. It was 1 94 9 is what he's going to stick it at. And again. His only job to do. And I think I told you all you guys at home that we had, where we had 100%, 100 percent buyer bucket pool, uh, went up to 861, 000.

Neither Mona nor I were really happy with that price, but here's what did happen. We had 103 people come to the open house. We had 13, 11 people get pre qualified. And the homeowner was getting phone call after phone call. I can't believe how many people are looking at your home. I have never seen traffic like this in my life ever.

When we got done with the, um, the event and the highest one was 861, Mona and I were just looking at each other like, what? But got on the phone with the seller, presented it to the seller. And, uh, basically the seller said, you know what? The market has spoken. You guys did your job. You got a hundred and something people.

I know it for a fact cause my neighbors were calling me and said they've never seen anything like that. So this owner of this 400 square foot condo once out of this thing, regardless of what the price is. So right now they started up high and they keep going down, down, down, down, down, down, down. And even if he got down to 199 and somebody says that they've dropped it, you know, 10 times to get there, they're still not going to even offer that 199.

So, at the 1, uh, 179. 9 is what we're going to list it at. We will absolutely get 50 to 100 people into that open house. The beauty of it is, seller can accept, negotiate, or deny any offer that comes in, right? But if we get 100 people that are in there and they start making some offers, then with the transparency and everything else, at the end of the, uh, event, the market price will be decided at that point, seller can say, yep, sell it or don't sell it.

So, so inside of your Michele, you've got to be a little smarter than most agents. And if I were you, I would find a title company. I mean, I can say, I can turn you on to this, uh, title company that Joe's using and you know, you can ask them if, if how to, you know, can I, I heard you guys give these reports.

Can I get in on that? And I'm sure if they do your title work, they'd be happy to do that for you. Right. Yeah. So, 'cause you, you gotta be smarter. You, you, you can't take it at today's market value when the things are depreciating as fast as they are. Yeah. And the cool thing is, is he's setting all the stuff outta the, the gate with the seller and then it's your job to, you know, we're gonna, you know, fight the price going up or we're gonna fight it going down.

Mm-hmm. I'd much rather be on the upside than the downside. Okay. So it sounds like you're telling me. Uh, learn the market, understand where the market's going so you can price it right, and then don't overthink the actual open house. You should stick to your guns once you figure out that price. Yeah, don't overthink the open house.

The simple fact is you can't handle 100 people on your own. You can't handle 50 people on your own, and so you bring other agents in there with a 25 percent referral fee for everything they pick up, you know, you can get them involved on your, I don't know if you're interested in building a team, but there's so many places that can leave, but you want to make sure that you do put some effort into the, the open house and simple fact is, is. When we do an open house, we do it for 6 hours. The 1st, 2 hours are only for the neighbors. And why do we want to I don't tell them how with the 0 percent works. I only let them know that that we're doing that for the neighbors. And then next four hour, when the public's coming in, we're picking up, listing and buyers all day long.

[00:14:31] Double Siding Transactions with EZ's Transparent System

And hopefully on this condo that whatever you're listing, hopefully you're going to double side it by doing it right because buyers will make the offers on their own. And if they don't have it, they have to have an agent to represent. If they don't have an agent, guess who double sides it. We do. I do.

Yeah, and we're moving back into this pre COVID. We were at a 70 30 for double siding commissions. And then when COVID hit, we went down to like a 10%, 90%. We're moving back up at a pretty rapid pace to that 70%, especially when buyers agents have to have a negotiated buyers commission agreement so for all of you guys that think that everything's going to stay status quo, you realize that this thing isn't over yet. Yeah, now there's a whole brand new, different case. And instead of it just being the three states, now it's going all over the world. So, I think it's clear to say that the days of sellers paying buyer's commission is going away.

And that's exactly why we are so important to the industry right now. Cause remember, even our way, the buyer's agents get paid. What are your thoughts on that? McHale? I mean, the transparency is one of the best selling points, even without the fact that we can sell a home in less than 30 days for 0 percent transparency alone is what's ahead.

Very good. Ronald, what do you think? I think that, uh, this may just keep going on. Um, lawsuit destroys business, and I think they found a A way to keep just to keep suing. And I don't know where this is going to end, but I agree with you. And the fact that eventually, we're just going to have to establish a new way of, uh, which is this...

that's why I'm here today. I'm glad I am here because, um, I think I'm ahead of the curve with this program. The EZ, uh, real estate platform, but I, I just think it's going to just a continuous battle. And eventually, like you said, eventually it's going to end where we're going to have to be negotiating commissions with, with sellers and who knows how that's going to end up.

Do you see EZ real estate platform being positive in that statement or negative?

Oh, absolutely positive. I used to, I used to work with a company that does options, which is similar to the EZ plan. That's why I attracted to it because I, to me, this make more sense than than anything. Even I've been a real estate for a while. I've always thought this particular model made sense. I think it's a good model and, and, um, I plan to, uh, you know, kick some ass with it.

Frank, how about you? What are your thoughts? Uh, I think the only people who are going to win are the attorneys.

at this point, like I said, that this new lawsuit is the same as the old one. We've already changed the way we're doing things now. You know, the buyers now have to pay their broker. We're already, we've already, we've already made the change. So it's just greed as I see it.

You think states have really changed? Everybody I talk to says they're calling the sellers and see what they're willing to pay. We can put it in the paperwork. What are you willing to pay?

Is that the way California is doing it? Yeah. I mean, you can or not, or you just present it. I mean, no, but now, I mean, it's transparent in this state. The way it's done and just explain to the seller that this is going to be part of your negotiation more than likely with, with, with a potential, but again, that's, that's violating the antitrust laws.

So, this, the way the Stitzer Burnett case went down. Nobody should be having a contact contract anything with the seller anymore. Buyers pay for their services. Sellers pay for their services. That's the letter of law through the, the NAR settlement. And here on the West coast, we're running still like, you know, the, the wild Cowboys that we are.

So it's, it's going to come down to that at some point, maybe with this new case. I don't know. I was just, when I saw that, I just go like, uh, you knew that was going to happen. It just grows.

So anyway, Joy, I don't know how much of that you heard. You got any thoughts?

Yeah. I mean, it's, it's been kind of crazy and, and it's hard to, It's hard to know how to behave as a realtor because, you know, you, again, you always get calls from buyers saying, or buyers agents saying, what are you offering? And I always, my response is that it should be part of the offer. But again, I guess that can be tricky too.

So, I'm going to leave this thing with, with Trevor's thought. I've said this a couple of times, but I want to come back to, uh, Trevor Ainsworth, who's one of our members, his wife's an attorney. He paid, you know, the, the 1, 500 to go through the NAR, you know, how to write up a contract with the new deal out of Vermont.

And at the end of that session, he went up and talked to the lead attorney that was, uh, talking to me, he goes, Hey, I want to talk to you about this platform that I have. And by the way, this is posted in our, on our, uh, in our website as well. He goes, uh, I want to talk to you about this platform that I use.

He goes, every home that I put on, I put it on this third party website and they make it 100 percent transparent. The attorney goes, that's kind of cool. That's, uh, you know, the NAR has been calling for transparency for like 10 years and he goes, well, there's two more factors I want to talk to you about.

The second thing is, is that we use a thing called buyer's premium, which means the buyers are paying the commission for both realtors. And the attorney. So, well, that's actually kind of brilliant that, you know, it's the way the banks used to do it in the old days for foreclosures. And yeah, he goes, I can see that.

And he goes, well, just one more thing that I wanted to bring up. And he goes, the buyer can take that amount and add it into the price of the home and not come out of dying a dime out of pocket. And the attorney for the Northeast section said, if we had that in place, we would have never gotten sued.

So the industry right now is ever changing. And I am telling you guys that we are the only ones with the answer. We are doing a, a big ad camp because you have the biggest loser in all this stuff is our, our broker owners, especially those that have brick and mortar and expenses.

Just think of most real estate offices are probably. 90 percent buyers agents, 10 percent listing agents, right?

So, they're the ones that are going to be hurting, but in the meantime, you guys are not violating anything by using our platform. Because the sellers aren't paying the commission.

That makes sense.

Anybody else have any questions? Anything they want to discuss. Remember Mondays are for you guys to ask questions that you want starting the Thursday after Valentine's Day. Uh, we are going to be doing topic Thursdays and which I'll be doing an hour topic on stuff that will actually come in. So does anybody have any questions about anything relating to EZ real estate platform?

Yeah, Robert. Um, we spoke a little while ago about setting up another group to do the training that you mentioned. Whenever you want, I'm available after four every weekday. I'm more than happy to do it if you can get some more people to join. Uh, there will be another class coming up. Uh, not next week, but the following week.

So I'll get them up there and I like to get at least five people. And I think we're at four right now. So you might be the fifth. So we'll get that started. Not next week, but the following week. Okay. Okay. I'll put you in the list. Good job. Appreciate you.

[00:23:11] Handling Objections: WIFM? What if Other Agents Question the As Low As 0% Listing Commission USP?

Anybody else have anything you want to discuss? Just. Um, I know that there's been some pushback in my area on how to market it and. Um, not saying things like 0 percent commission, but like, up to 0 percent commission. And I don't know if that's been, um, where are you located? Um, so I'm in the Nashville area market, but I'm also just got licensed in Texas.

So I'm going to be moving to that area too. So, yeah, it's the, uh, the marketing. We always say as low as, and we do not call it an auction and we don't say free. Right. Those are the 2 buzzwords, uh, that, um, again, the NAR and the MLS, they've gotten a lot less restrictive on it, especially up in Washington than they were before the NAR lawsuit, because we're just a 3rd party marketing site, you guys, even though we're a real estate brokerage.

But we're real estate brokers so that we can advertise to the nation. So I didn't enjoy if you run across trouble with that, with who, who's giving you the trouble, is it other agents?

Yes. Other agents. And just, um, I don't know that I've had anything as far as legal trouble from like NAR or anything like that, but yeah, you understand why agents complain about it the most, right? Sure. Sure. And that's what I always love. I want to see agents doing it. And not any are, and I tell my, you know, brother for 10 years, I would say, hey, you guys can use this thing too.

You know, come on, let's let's have some fun together. That's it. My wife wants to say something to you joy and all of you. So, you know, it's, it's interesting before this lawsuit. I used to have pushback from all the realtors because it was new. After this lawsuit, it's been remarkable because the way I put it out there is it strictly to be completely transparent and this seller after the lawsuit, this seller wants everything completely transparent and I end it there and they don't say 1 other word.

They embrace it because that is the truth and that's what it's all about. So, again, it was awful pushback before it. And now I literally, we had 103 people at that last open house, and there were tons of buyers without their realtors. And I was talking to all of them, all the buyers were very excited when they heard that they can go on and see what everybody else is offering.

That's all they cared about. They wanted to know was fair upstanding and everything was right there. And then they started calling their brokers to come, and they actually got there before the open house was over. And I only did 3 hours that day for the public. And, and I was completely, I could have picked up.

20 buyers, it was awful because I was inundated and I was by myself, which is the number 1 no, no, and it was sickening because I honestly, I mean. It was such an energy and it was so incredible, but I knew the business I lost out on, but when their realtors started coming back. Not 1 of them. Oh, okay. Just all they want to know was how it worked and I had a beautiful pamphlet on how it worked.

And I handed it to him and I gave him, you know, and with easy, we are completely hands on. So any realtor that calls as a buyer's agent, we answer the phone and we tell them exactly how to do it if they don't feel like reading. But it was wonderfully positive as opposed to negative and I just wanted to throw that in there because we had just done 1.

so anyway. I hope that worked helped a little bit as far as understanding, but thank you. And I'll say 1 last thing in regards to that as well is, you know, if we always keep in mind what's in it with them, what's in it for me. But when we're having a conversation with a buyer's agent, we're having conversation with the buyer, a seller.

Yeah, the most important thing is, why should they do that? What's the benefit of them using the site? And for buyers agents to know that they can come in and actually get paid full commission, regardless of what their buyer broker agreement went as we all remember my 900 teacher, right? That was my 1st negotiated by her broker agreement, but she was a good family friend.

So we went ahead and accepted it. Seller was offering 2 and a half. Well, by the end of the day, I got my 900 and she got the rest of that 2 and a half percent commission that went straight to her, the buyer. So when we have an addendum to ensure that the buyer's agents are going to, they can go back and renegotiate if their buyer didn't have to come up with a dime out of their pocket, would they be willing to pay more?

And of course, in our case, our buyers said yes. And I think the buyers across the board would have said yes. Since August 17th, I've got a ton of friends, I play pickleball. A lot of the kids are coming up and getting ready to buy a home. When I asked them how much they would pay their agent I got the same answers they got from everybody.

Well, why would I do that? And it's like, well, so, you know, your agent represents you and it, well. You know, the kids come back and say, well, I'm telling the, that agent what homes I want to even look at. So why don't I just find homes I want to look at and I'll go and I'll work something out with the listing agent, so I can get a better deal instead of paying you guys the commission. And it's a naive stance, but it's a real stance when all of a sudden money has start coming out of their pocket. You get real answers. And I, I hear people say that they're negotiating 3 percent with the buyers, and there's no way unless they're working out something with the seller to do it, which again, they're not protected in this NAR lawsuit.

There is, I haven't, when I was talking to these agents, for all of you who don't know Newport beach, California, it's probably the most wealthy area in the United States. In fact, I think they're the third largest economy in the world.

They make money. The average salary there is close to 200, 000 dollars. The kids are bright, articulate and have great jobs. And those are the kids that I was talking to. So, you know, for you guys that are getting 3%, again, I want to see a buyer pay somebody 3%. I'd probably be able to believe it then, but, um, we're just moving into a whole new world, this new lawsuit.

Yeah. It's going to be addition to the stats Stitzer Burnett cases, Gibson ones, a brand new thing. And it's not just three States, it's the whole United States. And again, you heard why the sellers were, and even though, yeah, I sit here and I listened, that makes me sick. Like I didn't have to sell his house.

No, I'm not, I'm not paying that. Why do you say when you're signing the paperwork? No, I'm not going to pay it, but that's what these attorneys do. And that's where we're at. But the good news for all of us that are involved in this platform here as let your heart be free, because just as that attorney up in the Northwest said, if we had this in place, we would have never been sued.

So, I will leave it there. Is there any other questions I can answer? Hopefully you enjoyed Mona. Mona is a top real estate agent, and I was supposed to be with her at that open house. She flew from Cleveland back to Seattle to do the listing. I was supposed to go with her and I ended up with pneumonia. So, I couldn't go.

Otherwise, we would have been more prepared. But the cool thing is, is she handled it as all you guys would do, but we did lose a little bit of a business. So. Let's see, I saw a chat in here. What is it? Hey, Robert, I'm going to try this letter thing today. If I have any problems, can I give you a call? Yeah, just so, you know, I've got a meeting at 230 and I got a meeting at 330, but I'll get back with either in between or after Ronald.

Yeah. Yeah. Okay, yeah, the number is the open 3 realtor. If you're going to get 100 people at that open house. I tried to bring in 5 other people. So, if it's Mona, and I'll bring in 4 other agents and spread them all throughout the house and have 1 of them out there with the lenders pre qualifying them.

The question was, you guys an ideal number for the open house, 3 realtors, excluding you and 1 to 2 mortgage brokers. So, yeah, the 1 mortgage broker can handle everything. I always have two out there cause the boss comes out there with him, bring somebody so I can get them trained for me. So good question, Michele

um, would love to be added to the training. Okay. Joy. Um, so you want to be in the new class too, coming up? Yeah, I'd love to. Okay. I'll get you in. So we got our people. I'll be sending you guys out links. Is there a day that works good for you, Joy? I'm pretty open. I have meetings in the morning, but I'm pretty open after that.

And you're central. Correct. All right. So we've got to do it after, you said after 4 Eastern, right? Michele? That's right. After 4 Eastern? All right. So we're going to try to set it up for, can you be there on it at 4 Eastern? I get off at 4, 430 would be best. All right. Joy, does that work for you?

To be at 330? Yeah. All right. All right. I'm going to sit on you guys are on this thing. I am going to sit on that call and just so everybody knows the Monday calls are to come in and ask questions topic Thursdays. Maybe I'll switch around topic Tuesdays. That sounds better and make Thursday the, uh, but anyways, the Mondays are the, the, the, the, the training.

You come in and ask the questions. If nobody does, I'll usually find something like we did with the, the new case that's out. Yep. Uh, Thursdays is it going to be a topic Thursday where and this is after the, for, uh, the, uh, Valentine's day, the Thursday after we will be running, uh, hour long topics. And it could be a host could be Facebook marketing.

It could be. Mail merge, it could be YouTube chat could be whatever we want. I got a ton of, uh, could be filling out the addendum. That's a good. The denim, well, you're going to be sick of the agenda by the time you get done with training.

So, we'll do it. So. All right, everybody, I appreciate you being on board. And every.. Joy, you have my cell number? No, I do not. Let me put it in the everybody else does feel free. I'm still. If I don't answer the phone, I will get right back to you. I think. Everybody's called me. Off of this, and I'll put my name down.

There it is in the chat, feel free to copy it down. And if you have any calls, if something arises, you get in, you need me to call and yell at somebody. I'm always in a fighting mood when people are telling us our systems garbage. So, I haven't had 1 of those in a while. Just everybody knows we have national representation now.

[00:35:17] Positive Outlook for EZ Real Estate Agents:

So, uh, we're going to, uh. We're going to get these agents on board with what we do. I always look at it, what represents the consumers better? Highest and best, does that represent our sellers and buyers well? No. Okay, so transparency represents well. If buyers don't want to pay the commission, do they have to?

No. Go find a house. Go find a different house. Everything that we do is up front, disclosed. And here's We have no hidden agenda, and that's why our site represents the public better than anybody else out there. And when I talk to talk to, you know, any are and it hasn't happened in a while because they always think we're an auction and we're not because the seller has right to negotiate, accept or deny any offer made.

That's what separates us from the auctions. And, uh, in the old days I used to have a problem with that, but not anymore, not since this August 17th has happened. Everybody gets paid in our platform by doing their job. Alright, so. Alright, I'll leave you with that. Appreciate everybody. And, uh, Michele and Joy, I will be sending you out links by Friday.

With the, again, classes aren't going to start next week, they'll be starting the following week. But I'll get you included because that's for it. So it'll be six of us now in this new class. All right. Thank you so much, Robert. All right, you guys. Thank you everybody. Thanks Robert. Have a great day. Thank you Bye