



“I want to wait”...

You: When this whole thing turns around and we're back to business as usual. Will you still be considering buying a house? Will you still be considering selling your home?

Buyer/Seller: Well yes.

You: Perfect. You know what we need to do then, and I don't mind doing this, we need to set up a strategy session to make sure everything is aligned so that when its business as usual/back to normal, you're ahead of the competition and you're ahead of the curve at that point.