

## Session 6 Test

1. According to the sales skills best practices checklist, which of the following would apply in pre-listing procedures:
  - a. Gather basic information about the seller
  - b. Ask questions to learn about the seller
  - c. Set the pre-list appointment
  - d. All of the above
  
2. According to the sales skills best practices checklist, which of the following would apply when servicing the listing:
  - a. Give good advice
  - b. Disregard client's needs
  - c. Keep sellers out of the loop
  - d. Increase your commission
  
3. Negotiation is a fundamental real estate skill. Who are you negotiating with?
  - a. Your broker
  - b. Other agents
  - c. Third parties (inspectors, appraisers, loan officers)
  - d. All of the above
  
4. Which of the following is a basic negotiation principle?
  - a. You don't have to ask
  - b. Be prepared to answer questions you know are coming
  - c. Choose your words carelessly
  - d. None of the above

5. Better negotiation skills will result in which benefits?
- a. More control and more influence
  - b. Better relationships through collaboration
  - c. Both A and B
  - d. Neither A nor B
6. Which of the following are incentives sellers can offer or buyers can request?
- a. Home Warranty
  - b. Closing Costs
  - c. Both A and B
  - d. Neither A nor B
7. When presenting an offer, a possible seller objection would be \_\_\_\_\_.
- a. Contingencies
  - b. Possession and closing dates
  - c. Price
  - d. All of the above
8. Talking too much without actively listening would be one of the seven deadly sins of \_\_\_\_\_.
- a. Negotiation
  - b. Drinking
  - c. Loud music
  - d. Buying

9. On an equity sheet for Buyer with a Conventional conforming loan, which of the following would be listed under buyer's prepaids/recurring costs?

- a. HOA transfer fee
- b. Interest Impound
- c. Sales price
- d. Tax Impound

10. When filling in the equity sheet for a buyer with a VA loan, the ALTA Insurance Rider is based on the \_\_\_\_\_.

- a. Tax Impound
- b. Loan Amount
- c. Down Payment
- d. None of the above

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### Answers

1. D
2. A
3. D
4. B
5. C
6. C
7. D
8. A
9. A
10. B