

Use Specific Dates

When a Purchase & Sale Contract refers to a specific date like "September 15, 2021," it's crystal clear. But when it states that something must occur "within 20 days of the effective date" - clarity disappears.

What is the effective date?

How are days calculated - business days or calendar days?

Which holidays count? Which don't?

What are the national legal holidays referenced in the contract?

Most agents don't know these answers, and that lack of clarity creates confusion and risk. If you use specific dates, you eliminate uncertainty, avoid disputes, and save everyone a lot of time and stress.

Be specific. Be clear. Use exact dates.

No Blanks, No Blanks, No Blanks

Every listing agreement, purchase and sale contract, and addendum must be fully completed - with no blanks left behind.

When an agent leaves a blank, it opens the door for someone else to fill it in later, possibly with terms not agreed upon. That's how arguments start - between agents, buyers, and sellers.

Protect everyone involved - and yourself - by ensuring all blanks are properly completed or marked

"N/A."

No blanks. No excuses.