

New Homes – How Does Your Sales Professional Fit In?

Most builders require some sort of buyer registration. This procedure will vary from builder to builder. It is very important that you let the builder know the name of your sales professional. Some builders may require that your sales professional accompany you on the first trip to the subdivision. If you are tempted to go alone, call your sales professional and ask about the builder's registration policy.

Let the builder or the on-site manager know up front who your sales professional is. Ask the builder representative if the sales professional must accompany you on the first trip. If the answer is yes, withhold giving any personal contact information such as your name and phone numbers until your sales professional can come back with you to the subdivision. Once you and your sales professional are registered, it should be no problem to come back unaccompanied at a later time.