# **EXERCISE 30A CHART: ADD VALUE TO A BROKER AGREEMENT**



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| **TERM OF THE DEAL** | **MONEY** | **RISK** | **CONTROL** | **STANDARDS** | **ENDGAME** |
| By signing this letter, I grant Best the exclusive right to act as broker for the sale of my apartment for a three-  month period (the “Brokerage Period”) beginning the day you countersign this letter agreement. |  |  |  |  |  |
| I will pay Best a commission of 5% of the sales price of the apartment if during the Brokerage Period the apart-  ment is sold to someone other than someone I have already identified as a prospective purchaser. |  |  |  |  |  |
| On the signing of this letter agreement, I will give you a set of keys to my apartment. |  |  |  |  |  |
| You promise to give me suffi- cient notice before bringing any prospective purchaser to the apartment. |  |  |  |  |  |
| If any prospective purchaser damages my apartment or its furnishings in any way, Best agrees to indemnify me in full for the cost of replacement or repair. |  |  |  |  |  |

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