



The Art of Bringing Up a Home Warranty Service Agreement



**Cover your assets,
bolster your reputation,
and protect your Buyers**

Finding your Buyers their dream home is extremely challenging in this market. The market is tempting Buyers to take more risks, which can hurt them and you in the long run.

Providing or offering a Home Warranty Service Agreement from 2-10 Home Buyers Warranty (2-10 HBW) can protect everyone during and after the transaction. Here are some tips to mastering the art of bringing up a Home Warranty Service Agreement in your closing process and making it a habit.

WHEN and HOW to bring it up



**After the Seller submits
a disclosure document.**

Whether the Seller's systems and appliances have problems or not, this is a good time to educate clients about the likelihood and costs of a major breakdown, and how a Home Warranty Service Agreement solves those problems.*



**Make it a part of your
closing checklist to discuss.**

Ask your Buyers whether they know whom to call or what to do if a major system or appliance breaks down. Educate them about how a Home Warranty Service Agreement can effectively address those problems as they settle in.



**When your Buyers have
to adjust their budget.**

Your Buyers may need to pay more than they thought for their dream home. A Home Warranty Service Agreement can give them a financial safety net against unexpected, expensive breakdowns to things like their A/C and water heater.



Give it as a gift.

Providing a Home Warranty Service Agreement as a gift makes you look like a hero for looking out for your Buyers even after the sale.

Be a hero in this hot market by choosing 2-10 HBW

A Home Warranty Service Agreement from 2-10 HBW can protect your transaction, time, assets, reputation, and Buyers all at once. We have the most comprehensive HVAC coverage, and unmatched perks and programs. To learn more about working with 2-10 HBW, visit [2-10.com/brokers-agents](https://www.2-10.com/brokers-agents).

Enroll: [2-10.com/agent](https://www.2-10.com/agent) | 720.531.6723

*Coverage only applies to Covered Items that are in good and safe working condition on the effective date of the Service Agreement.
2-10 Home Buyers Warranty: In California, 2-10 HBW Warranty of California, Inc.; in Florida, Home Buyers Warranty Corporation VI; in Virginia, 2-10 Home Buyers Warranty of Virginia, Inc.; in other states, Home Buyers Resale Warranty Corporation (OR Lic # 202003).

