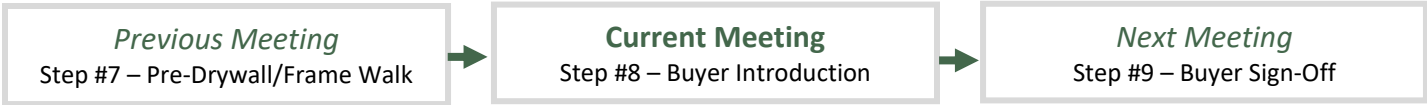




Buyer Introduction



Who Attends Your Buyer Introduction?

- Customer(s): Individuals on the Sales Agreement.
- Esperanza Homes Superintendent

What’s the Purpose of the Buyer Introduction?

- Walk through your new home and do an in-depth introduction to your home.
- Overview and demonstration of all workings of utilities, appliances, and features of your home.
- Examples of homeowner maintenance items.
- Identify any minor cosmetic items and list them on the *Buyer Intro List – Pending Items*.

How Long is the Buyer Introduction?

- The Buyer Introduction will take approximately 1-2 hours to complete.
- The meeting will be during business hours (8:30 am – 5:00 pm), Monday – Friday

How Do You Prepare?

- Keep an eye out on your *Esperanza Homes Bi-Weekly Updates & for Upcoming Buyer Intro* email for a projected Buyer Intro as your home progresses.
- Bring your *Esperanza Homes Homeowner Orientation Manual* with you to the Buyer Intro, which has the *Buyer Introduction Checklist*. We will have an extra copy of the checklist just in case!
- Jot down a list of any questions you may have since your Customer Frame Walk so that your Superintendent can address those during the walk.

What’s Next:

- *Buyer Introduction – Checklist* is completed and signed at Buyer Introduction
- *Buyer Intro List – Pending Items* is filled out with any items from the Buyer Introduction.
- Your Superintendent will work on the *Buyer Intro List – Pending Items* and will reach out in the next 1-3 business days to schedule Step #9 - Buyer Sign-Off, which will be the official sign-off of your new home!
- Next meeting will be your Buyer Sign-Off which will be the official sign-off of your new home!

Buyer Introduction Notes:
