

WEIDEL QUALITY SERVICE GUARANTEE

Since 1915 our reputation for quality service has been earned through generations of families who placed their trust and confidence in our organization, the Richard A. Weidel Corporation. These same families have rewarded this level of quality service by returning to us time and again, and by referring their families and friends.

High standards of quality and service excellence are upheld throughout our organization. Our CEO, Richard A. Weidel, Jr., can stand proudly with each of our highly-trained and skilled professional associates. Your satisfaction is our main objective and providing you with value is so important that our president requests your comments and suggestions and welcomes the opportunity to speak with clients regarding their experience with our firm.

In a business as important as helping people buy and sell homes, a firm's reputation and success will always be earned through perseverance, attentiveness and pride. This guarantee is your assurance from our CEO, Branch Manager and Sales Associate that our entire organization will work together as a team to perform the services as outlined on the Weidel Quality Service Guarantee. If we do not complete the services as outlined on the Weidel Quality Service Guarantee, we will reduce at closing 50% of the listing portion of the commission.*

Owner's Signature *Date*

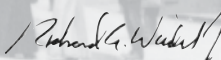
Owner's Signature *Date*

Property Address

Weidel Realtors Sales Associate's Signature *Date*

Sales Manager's Signature *Date*




Richard A. Weidel, Jr.
CEO

** The Weidel Quality Service Guarantee applies to exclusive right to sell listings of six months or longer and a minimum of 3% listing commission to Weidel Realtors. A maximum of \$5,000 refund applies. This guarantee does not apply to special program homes. The selling broker commission will be specified separately. A property must be listed within a range determined by a Market Value Analysis. Weidel Realtors reserves the right to remedy a complaint within fourteen days upon receipt of certified, written notice stating reason(s) for dissatisfaction to Richard A. Weidel, Jr., CEO.*

Please send written notice by certified mail to:

**Weidel Realtors, 238 West Delaware Avenue, Pennington, NJ 08534
ATTN: Richard A. Weidel, Jr.**

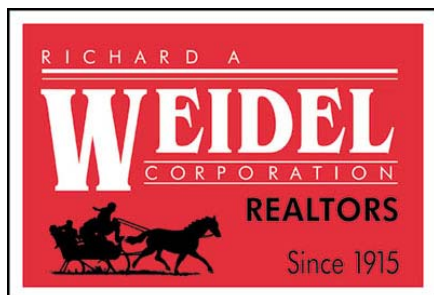
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Today you need more than a sign, an ad in the paper, and a helpful banker to sell your home. Today you need Weidel.

Weidel gives you more of what you need to sell your home. Our Weidel Quality Service Guarantee is designed to help you get the highest price for your home as quickly as possible.

With Weidel, you will find that our commitment to quality service is more than just a promise . . .

IT'S GUARANTEED!



1. REAL ESTATE RELATIONSHIPS.

We will explain agency alternatives: seller agency, disclosed dual agency and buyer agency. Getting your home sold is a team effort!

2. CLIENT SURVEY. We will provide you with the opportunity to tell our CEO how we are doing through our Client Response Surveys.

3. RELOCATION ASSISTANCE. We can help you find a new home locally or, if you are moving out of the area, put you in touch with our fully-qualified Relocation Division Staff who can recommend a broker at your new location.

4. RELOCATION NETWORK. We will make information about your home available to major referral networks, which include our Corporate Relocation Division and National Network of Real Estate Brokers. Our relocation network reaches transferees across the nation and around the world.

5. FINANCIAL INFORMATION. We will provide you and prospective buyers with professional guidance and the latest information on financing programs through a highly-trained mortgage consultant from Princeton Mortgage Corporation.

6. PRE-APPROVED PROPERTY. Through Princeton Mortgage Corporation, we can pre-approve your property by determining a lender's appraised value. Having your property pre-approved can position your home more favorably with prospective buyers, leading to a faster sale and greater value. A nominal fee covers the cost of an independent appraisal.

7. COMMUNICATION. We will keep you informed of the action being taken to sell your home, including buyer reactions and current market conditions, using a Weidel Marketing Activities Calendar.

8. MARKETING ACTION PLAN. We will custom-design a marketing program using the Weidel Quality Service Guarantee.

9. HOME ENHANCEMENT. We can help you get more for your home by utilizing the Weidel home enhancement checklist.

10. PROMOTION. We will compile, prepare and distribute information about your home to salespeople at Weidel Offices and other cooperating brokers, which includes the use of the Multiple Listing Service.

11. VALU-VISION SHOW OF HOMES.

We will include your home, when appropriate, in our Valu-Vision Show of Homes. Exclusively displayed at local Weidel offices, community fairs and special events, Valu-Vision stimulates initial interest in your property and reinforces its value after a showing.

12. OPEN HOUSE. We will schedule a Broker, Office or Public Open House when deemed necessary. The more people who see your home, the greater opportunity for a fast sale.

13. SHOWINGS. We will help make showing your property as convenient as possible by establishing showing procedures.

14. DIRECT MAIL. When appropriate, we will mail announcement cards and/or meet with your neighbors, asking them to refer prospective buyers. They may know of somebody planning to move into your neighborhood.

15. WEIDEL YARD SIGN. We will place a well-recognized, highly visible Weidel "For Sale" sign in a prominent location on your property within local and municipality ordinances and/or association guidelines.

16. ADVERTISING. We will continuously display a variety of homes to attract the greatest flow of buyers using various marketing media, including Weidel Realtors' International Network of Websites.

17. PURCHASE OFFERS. We will utilize our many years of experience to help you negotiate the best possible terms, conditions and price for your property at the time an offer is presented.

18. MARKET VALUE ANALYSIS. We will establish the market value of your property based on a comprehensive Market Value Analysis to help you realize the best price and the quickest sale for your home.

19. SEVEN DAYS A WEEK. Our company is open daily and will be available when you, prospective buyers, or cooperating agents need us.

20. UNTIL IT'S SOLD. With you, we will review and develop further marketing strategies as necessary.