

Professional Decision Framework

P.A.U.S.E. — A simple framework for high-consequence real estate decisions.

P — Pause	Silence distractions. Take a brief reset before advising your client.
A — Assess	Verify facts, identify risks, and consider realistic alternatives.
U — Understand	Clarify your client's priorities before recommending a course of action.
S — Support	Base your recommendation on evidence, not assumptions or urgency.
E — Explain	Clearly explain your reasoning, benefits, risks, and alternatives.

Final Professional Check

- Am I giving my client my best professional judgment?
- Have I separated verified facts from opinion?
- Have I minimized distractions before advising?
- Can I explain why this recommendation serves my client's best interests?

Professionalism earns trust. Trust builds business.

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