

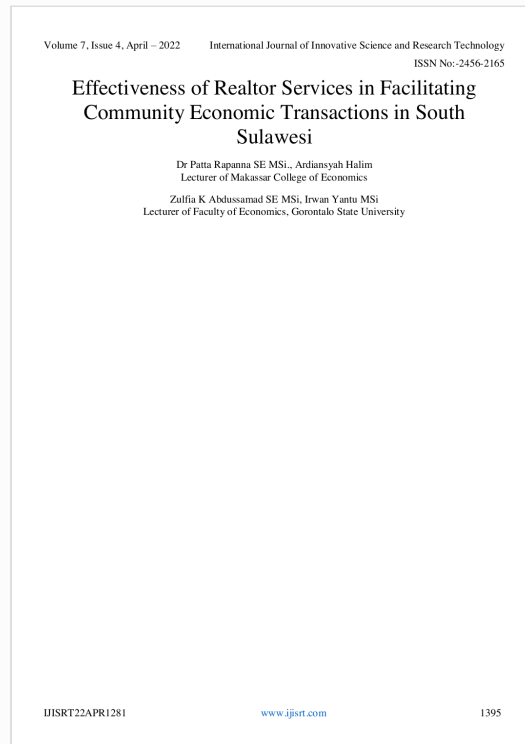


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Effectiveness of Realtor Services in Facilitating Community Economic Transactions in South Sulawesi

by Irwan Yantu

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Effectiveness of Realtor Services in Facilitating Community Economic Transactions in South Sulawesi

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ABSTRACT

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This type of qualitative research through a phenomenological approach, the results show that the role of makaler services in economic activities is very important, considering that economic activities are not always affordable in society, so people need to be intermediaries in meeting sellers and buyers.

CHAPTER I

INTRODUCTION

In social life, humans are instinctively creatures who are always dependent and bound and need each other to others. Because the nature of interdependence and help is the basic disposition of man. Mutual assistance must be applied in meeting the needs of life between them. Today the world of trade or buying and selling has been increasingly needed by humans, this is because humans are social creatures who cannot survive without the help of other humans. Relationships between individuals and others, such as the discussion of issues of rights and obligations, property, buying and selling, cooperation in various fields, borrowing and borrowing, renting, the use of services and other activities that are needed by humans in everyday life. There are various ways that humans do to establish relationships, one of which is to use legal norms as a means / guideline in establishing relationships, so that the relationship can run harmoniously. In human life today almost every day involved in buying and selling relationships, therefore legal norms, which regulate buying and selling from day to day are increasingly considered important. Buying and selling is one form of agreement that is needed by humans in meeting their needs.

The term buy and sell agreement comes from the translation of the contract of sale. The sale and purchase agreement is regulated in articles 1457 to 1459 of the Civil Code. As for what is meant by buying and selling is an agreement, with which one party binds himself to submit a material, and the other party to pay the promised price (Article 1457 of the Civil Code). In today's busy era, often people do not have time to solve their own affairs. Therefore they need the services of others / intermediaries to solve these affairs. Not all human beings are capable of pursuing all their affairs personally. He needs others to do it as a representative of him, namely people running a business as intermediaries, namely intermediaries between sellers and buyers to carry out buying and selling transactions, he shows buyers about commodities (goods), and shows the seller the benchmark price, for his services he gets wages.

We both know that there are many types of jobs in this world. Starting from the official and being in the office to the unofficial and being in the field aka not having a desk and chairs to work, everything is there. For the second point, the most productive work is none other than the broker. A broker is an intermediary who on behalf of others (authorizers) finds goods for the buyer and or sells goods. This work is in charge of entering into agreements on their behalf in the sale or purchase of an item. People who work in this field are not responsible for the delivery of goods and their payment. The task is only to allow sellers and buyers to enter into their own buying and selling agreements. There is also money made by brokers called provisions or kurtases.

Brokers or let's say intermediaries in trading that bridge sellers and buyers, in our time this is very important compared to the past, because of the bond between collective traders and individual traders. So that the broker in this case plays a very important role. A Broker is a person who acts as a liaison between 2 (two) interested parties, in practice more on the parties who will make a sale and purchase. In this case the broker is tasked to bridge the interests between the seller and the buyer. But in the practice of its performance in the field there are many forms of various forms of workings of a Broker. From those who want to profit themselves at the expense of the interests of one of the parties and are not responsible for the risks that may occur, to the professional ones by truly bridging the interests of the parties connected and accountable. Its existence depends on the terms or conditions according to the current law. Whatever the name, they serve as intermediaries in selling merchandise, both on their own behalf and on behalf of the company that owns the goods. Thus between the owner of the goods and the broker can set a certain condition regarding the amount of profit obtained by the broker. To avoid unwanted things happening, the items that will be offered and needed must be clear. Likewise, the reward for his services must be set together first, let alone the value in large quantities. Usually if the value is large, signed the agreement in advance in front of a notary.

In determining wages, it can be in accordance with the habits or regulations that apply around. It can also happen from agreements from both parties, there are even brokers who get wages from the seller and buyer. Even if they need to be between the seller and the broker make a written agreement as proof of reinforcement of the agreement in determining the contract. The sale and purchase transaction will occur if there has been an agreement between the seller and the broker, in that period of time even the seller and buyer are not allowed to meet if it is desired by the buyer. The broker should be honest, and sincerely handle the duties entrusted to him. Thus there will be no possibility of fraud and eating other people's property by haram means. The broker is entitled to receive a reward after successfully fulfilling the contract, while the party who uses the broker's services must fulfill the immediate reward.

In accordance with article 76s / d 85 kuhpd (trade law code), a broker is a party that conducts business by conducting the act of closing the agreement on behalf of oneself or the company itself, but on the trust and dependents or guarantees of other parties and by receiving certain wages, compensation, commissions, or provisions. There is nothing wrong if the broker gets a certain amount of money, or in a percentage of the profit or in any way they agree together. If there is an element of tyranny in the fulfillment of rights and obligations, such as someone who has not completed his work within a certain time limit then he does not get the rewards that are in accordance with the work that has been done. This kind of practice is not right, because even if the work is not completed at a predetermined time at least the tenants of the service appreciate the hard work done by the worker, namely by paying half of the total wages of the worker. The presence of brokers in the midst of society, especially modern society is needed to facilitate the business world (in trade, agriculture, plantations, industry, and others). Because not a few people who are not good at bargaining, do not know how to sell or buy the necessary goods, or there is no time to find or connect directly with buyers or sellers.

It is clear, that brokers are a profession that has many benefits for society, especially for producers, consumers, and for brokers themselves. This profession is needed by the community as are other professions. Being a legal broker is halal, because a good broker is a guide and intermediary between sellers and buyers, and makes it easier for both to trade and earn profits. Brokers must be honest, sincere, open and not commit fraud and illegal and syubhat business. He is entitled to receive rewards after successfully fulfilling his contract, while the party who uses the services of a broker must immediately provide the reward. If the provisions governing buying and selling are adhered to by both buyers and sellers will be able to have a positive impact on both parties, among others: Each party is satisfied, with the agreement and satisfaction between sellers and buyers, has a value and in the future there will be nothing that is not desired by both parties.

Sellers and buyers are breast-crossed when bargaining so that business profits and profits can be used as well as possible in fulfilling family living. Giving a living to the family sincerely including shadaqah. To carry out the obligation to provide a living to the family, clothing and boards, is by way of business to find rizqi, among others through buying and selling. Brokers only function to sell other people's goods by taking wages without taking risks, in other words that brokers are intermediaries between sellers and buyers to facilitate buying and selling. A trusted broker is not required to risk in connection with the accidental damage or loss of goods and will not harm the side of the party.

As outlined above, the formulation of the problem in this paper is as follows:

- How is the history of the emergence of brokers (brokers) in Indonesia?
- What are the advantages and disadvantages of the role of brokerage services (brokers) in business transactions?
- What is the public's view regarding brokerage services in the economy / every business transaction?
- What is the joy of being a broker (broker) in a business / economic transaction.

CHAPTER II

THEORETICAL FOUNDATION

A. *Understanding Realtor and Brokers*

What is meant by a brokerage service bureau, broker, commissioner, intermediary, buying and selling agent, freelance marketing / sales personnel, in principle, all have very similar meanings of the word alias almost the same. There is only a slight difference. Read more details as follows:

a) Understanding brokers

A broker is a trade intermediary (between buyers and sellers); People who sell goods or find buyers. Brokers are often assumed to be intermediary services performed by individuals. Its existence is often regarded as deep-pocketed unemployment. Rarely do people want to admit that their profession as a broker. Even though this work is legal, it does not violate regulations and the results are also halal.

Examples of buying and selling / businesses that often utilize the services of brokers:

- Buying and selling motor vehicles as well as -> cars, motorcycles
- Buying and selling or renting property -> houses, land, shophouses, apartments
- Buying and selling livestock (in Javanese called blantik) -> cows, buffalo, goats
- Buy and sell online -> dropshipper resellers, affiliate programs

b) Broker Definition

Broker is an intermediary trader who connects traders with each other in terms of buying and selling or between sellers and buyers (shares and so on); grip; realtor; brokers).

In general, brokers and brokers have the same understanding. But the public identifies a broker identical to a marketing agency in the form of a company. The rough term, a broker is a broker with a business body.

There is usually a written agreement between the principal party (owner of the goods / services) and the broker. Often the seller requires the broker as an associate should not sell goods from other parties. So the broker only focuses on marketing and selling products from one party only.

Examples of brokerage companies include:

- Brokers in finance -> insurance agents, stockbrokers, investment services, forex agents, credit card agents etc.
- Brokers in the property sector -> property agents
- Brokers in the field of transportation and tourism -> airline ticket agents, Umrah and Hajj agents, tourist agencies

c) Broker and Broker Equation

Based on the above definition, the equation of brokers, brokers, freelancers, intermediary services, marketing agents, freelance marketing and dropshipper resellers are both intermediaries of other parties, both do not have full authority over the products and services marketed / done, both get rewards, fees, commissions, provisions, profits as a return for services from business activities carried out.

d) Difference between Broker and Broker

As explained above. The principle of a broker with a broker is the same. The difference is only in the general assumption. Identical brokers are done by personal, person by person. While identical brokers are professionally managed by business organizations or companies. The broker's activities are more organized and work as teamwork. Brokers are free to sell any product, from any seller and to anyone

as long as the price is suitable. While the broker is sometimes bound by an agreement with the owner of the product. The activities of brokers and brokers dotted heavily on the sale of products. Brokers are more inclined towards trading, so selling skills are the main factor.

B. Broker and Broker Work System

The system or way of cooperation between brokers depends on the agreement between the seller and the intermediary. The main principle is to benefit both parties. As for the widely used system as follows:

a) Dead Price System

That is, brokers only bring together sellers with buyers. The matter of price negotiation, delivery of goods and other things related to buying and selling, handled by the seller himself. This system does not allow brokers to 'play the price' and take more profit. Regardless of the transaction value, he will only get a commission according to the original agreement. Fees earned are generally worth 2.5% to 5% of the transaction value. To "smooth the way of the deal", sometimes brokers also try to influence consumers to buy.

For example, brokers in buying and selling used cars. They often seduce prospective buyers using the typical words of the broker's language, "This is a very special car you know. Look, the body is very smooth without the slightest scratch. The machine is also a tokcer because it is rarely used. Understandably, the former belongs to the doctor. I think the price is already cheap. Just offered by people who are not given. So, it's best to just get paid, Gan. Keburu tweeted with others."

b) Parent Pricing System

That is, the owner of the goods has determined the benchmark price. It is up to the broker to sell how much to consumers. Brokers are free to seek their own profits from the price difference that has been set with the price of the products sold. The more expensive the price, the greater the profit.

The manufacturer or seller usually pegs the price below the market price. The goal is to give intermediaries the opportunity to earn income, even if they only manage to sell at a general price. This system is most often applied to online marketing systems. For example, clothing dropshippers, cosmetics, reseller hosting etc.

In some cases, there are often rogue brokers who use this system to reap as much profit as possible. Sellers who need fast funds are often easy targets. The way is like this: For example, Mr. Lurah again needs money for the treatment of his son in the hospital. He then contacted Hamdi to sell his house. Mr. Lurah pegged his house at 500 million. Hamdi got a prospective buyer who bid 450 million. Knowing that the owner needed money in a fast time, he lied and said that someone offered 350 million. Because of the kepepet, Mr. Lurahpun was forced to agree to it. Result? Only the tongue-crossed capital alone Hamdi profited 100 million.

Of course, how to find sustenance like this is not worth imitating. Because taking advantage of the suffering of others, especially with the trick of lies is not justified legally, religion or societal norms.

c) custody selling system

Not many realize that the system of selling methods including the sales of brokers. The system, the owner of the product left his merchandise to others to sell. Usually the owner has set the final selling price and give the difference in profits to the party entrusted with the product as a commission.

On a small scale, the titip selling system is often carried out by entrepreneurs of wet cake SMEs by leaving their cakes in cake shops, vegetable traders, stalls, canteens. If it is large scale, it is called a cool term: distributor. To become a distributor-class snapper broker, of course, there must be a security deposit and other requirements that must be met.

This way of marketing is at great risk if applied to high-selling products. Such as gold, electronic goods, motor vehicles and the like. Manufacturers should carefully choose business associates if they are unsecured. Many cases of the realtor do not hand over the money from the sale for various reasons.

d) Pay Settled System

It's a tout work system or service bureau. That is, the client will pay if the business he wants has been completed by the service provider. There are also those who require a dp in advance of a few percent as a guarantee of what the customer ordered will be taken and paid when it is completed. Some even require paying in full up front.

The dp payment system is most widely implemented. This alternative makes the service bureau and service bookers both feel safe.

As social beings, humans need each other in filling their lives. How many people don't know how to buy or sell their goods. There are also some of them because of the conditions it is not possible to go down to the market to meet sellers or buyers. So in such circumstances, the help of others who work as brokers who receive wages or commissions are needed. In various economic activities, the presence of brokers is able to increase economic activity activities by experiencing ease in fulfilling goods needs. Not infrequently a broker is able to connect between sellers and buyers without presenting both in one contract or in an agreement transaction made by both. Keep the broker who makes the binding of the promise in connecting the two. Because the task of the broker is to be a liaison and intermediary of goods from the owner of the goods with prospective buyers.

In the activity of a realtor is not tied to an item, as we know now is the term by stretching the ground. The person who intercesses between the landowner and the prospective buyer. But sometimes the term realtor is only focused on things that smell of soil alone or focused on him. But all economic activities and activities that connect the seller with the buyer, then he is called a broker. In business transactions now feel more needed, than in previous times. This is because of the complexity of business transactions today, such as for example in the export business, import, wholesale business to retail business, all of which makes brokers (brokers) very important in playing the role of economic activities.

CHAPTER III

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RESEARCH METHODS

This research uses a phenomenological approach and belongs to a type of qualitative descriptive research. Data sources in this study include: Primary Data Source, Secondary Data Source. While this research instrument is the researcher itself. The data collection techniques used are: Interview Techniques, observations, documentation. While the data analysis techniques used are: Data collection (data collection), Reducing data (data reduction), Presenting data (data display), drawing conclusions (drawing).

CHAPTER IV

DISCUSSION

A. History of the emergence of brokers in Indonesia

The development of the business world in Indonesia today, shows a very rapid increase, from time to time, both in quantity and quality, business actors are now no longer monopolized by cosmetic business actors, but have involved foreign parties, who to distribute their products in the country, this is not surprising, considering that Indonesia has considerable potential with the fourth largest population in the world.

Where in essence every company in carrying out its business aims to get profit in accordance with the expected main objectives. Among them is so that the company can maintain the survival and smooth operation. This can certainly be achieved by activating and streamlining the company's work.

The company in carrying out its activities both companies engaged in services and goods has the same goal of obtaining profits. In addition, the company also wants to provide satisfaction to consumers for the products it produces, because consumer satisfaction is a benchmark of the company's success in producing quality products and desired by consumers.

Studying trade law will definitely talk about the company. Talking about the company will talk about the person who runs the business or company, or known as the entrepreneur, and will talk about the people who are orderly in it. One of them is a broker.

As social creatures, humans need each other in filling their lives. How many people don't know how to buy or sell their goods. There are also some of them because of the conditions it is not possible to go down to the market to meet sellers or buyers. . Actually in business transactions identical to buying and selling or renting not everyone is able to do this, so it does not rule out the possibility for someone to need the services of others in making sales as such as being called an intermediary. So in such circumstances, the help of others who work as brokers who receive wages or commissions are needed. In various economic activities, the presence of brokers is able to increase economic activity activities by experiencing ease in fulfilling goods needs. Not infrequently a broker is able to connect between sellers and buyers without presenting both in one contract or in an agreement transaction made by both. But it was the broker who made the binding of the promise in connecting the two. Because the task of the broker is to be a liaison and intermediary of goods from the owner of the goods with prospective buyers. In the activity of a realtor is not tied to an item, as we know now is the term with stretching the ground. The person who intercesses between the landowner and the prospective buyer. But sometimes the term realtor is only focused on things that smell of soil alone or focused on him. But all economic activities and activities that connect the seller with the buyer, then he is called a broker. In business transactions now feel more needed, than in previous times. This is because of the complexity of business transactions today, such as for example in the export business, import, wholesale business to retail business, all of which makes brokers (brokers) very important in playing the role of economic activities.

Being a successful professional broker requires readiness, both from yourself and from the external. Without good preparation to become a professional broker does not provide optimal results. Until whenever the services of a professional broker will always be needed, as long as humans still need a place to live as long as it is also the services of a professional broker will be needed.

But not everyone can be successful as a professional broker, because of the fact that many professional brokers who have lived this profession have been in this profession for decades but cannot be

said to be successful. At least there are several things that must be prepared to undergo the professional profession of broker.

a) Mentally Prepare

A strong mentality is needed because being a professional broker will be too in touch with others. Both the car owner and the buyer. We will feel what it's like to be rejected by the owner of the car offered to be helped sell his car, to face people who do not appreciate the profession as a professional broker. This does not apply to agents who are already members of a car agent company that is already authorized, and has a car to market.

b) Master Product Knowledge

Vehicles for Sale Mastery of product knowledge becomes a differentiator between a professional broker and a traditional broker. A professional broker must be able to answer any questions asked by consumers related to the car being marketed.

c) Be Honest with Potential Buyers

Honestly what is meant here is that we must be willing to provide objective information, say a good car if it is good and can say that the car is not good if it is not good and provide the right inputs to prospective consumers.

d) Multiply Listings Every Day

The number of closing listings is a game of probability, based on experience and research on the possibility of a sale is one twenty-something municipality. This means that if you want to get one closing you must have a listing of at least twenty listings.

e) Daily Vigorous Promotion

The essence of marketing is how to communicate the products we sell to potential consumers. So are cars, how do we promote our cars to as many candidates as possible.

f) Serve Consumers Wholeheartedly

Serving consumers wholeheartedly will have a tremendous effect on our branding as a NT. If someone is satisfied with the service we provide then that person will be happy to recommend our services to his relatives or friends. However, recommendations from people we trust provide a great impact trust when compared to information obtained openly.

g) Live With Pleasure

Loving what we do is the best way to be happy. We will feel tremendous energy in doing a job if we do it with pleasure. An aura of confidence will appear on our faces when we are promoting something.

B. Advantages and disadvantages of the role of brokerage services (brokers) in business transactions

a) Advantages of brokerage services in business transactions

Buying and selling activities using brokerage services are carried out because of the limited time and ability for the seller in this case is a person who needs the services of a realtor, and is considered more practical and easy. Brokers are considered to be more aware of marketing, the use of brokerage services is already common especially in high-value sales, such as land, rice fields, houses, and motorcycles. Because brokers are considered to know more about the marketing field and market. Their task is to bridge between those in need and those who want to sell goods / sellers and buyers. In this case the task of the broker is to find for the buyer for what the buyer needs, and for the seller the broker is an intermediary and connect or find a buyer.

The advantages of using the services of a realtor include:

- Facilitate the work of the seller, in this case the broker applies as a representative.

- The broker is considered to know the market better so that the seller believes that if he is represented and there will be no element of fraud.
- Faster to get a buyer.

The existence of a broker makes it easier for us to find something because usually this broker is the one who advertises what to sell, and this broker is authorized to find a potential buyer so that landowners, motorcycles, cars and even shares do not have to bother looking for buyers. Usually brokers have many connections to other brokers so that potential buyer information is easy to find.

b) Weaknesses of brokerage services in business transactions

The existence of a broker game can be damaging the market price, when you want to sell something it would be nice to study the market of goods that you want to sell, because it is not uncommon for brokers to cooperate with other brokers to drop your price. The existence of a broker we can not know how the actual condition of the objects we buy because they are more profit oriented because the more we know the shortcomings, the lower the price. Brokers in the government are also very troubling, the government who uses the services of brokers has a great potential to commit corruption, because if the government chooses an automatic broker the broker gives a fee to the person who chooses it. This is very detrimental to the country where we know there are often price mark ups on goods that should not be of value as listed.

For example, there are some of them who cheat such as the example of the case of land sales, namely a realtor who is in accordance with the agreement with the land owner will get a wage of 2.5% if the land is traded, but when the land has been sold the realtor will also ask the buyer for wages under the pretext that the proceeds of the land sale he does not get a penny from the land owner, This is very detrimental to the buyer where he has spent a high price to buy land and in other respects he has to give wages to the broker.

In other cases, often brokers sell goods at high prices without the knowledge or permission of the owner of the goods, where the impact of the sale is due to the smooth process of sales is hampered so that in this case the owner of the goods is harmed.

In the next case, a broker often gives false information to prospective buyers for the sake of the goods sold quickly and he quickly gets a profit, without thinking about the fate of the buyer later that he has lied to. Like an example of the object sold is a piece of land, where the fact is that the land is environmentally not appropriate to be used as a place to live or place of business but with the ability to talk and smart capital convinces the prospective buyer broker to successfully persuade the prospective buyer by saying the land will be purchased far away or not flood clouds, land access with public transportation is easy, Land access by toll is not too far away and so on with examples of propositions that claim that the land is strategic land. This clearly hurts the concept of buying and selling.

In an example of a case like this it would be nice for the prospective buyer not to believe it casually with a broker, but everything prospective buyers cross check in detail first as well as the legality of land letters and urban planning that can be checked at the relevant institutions, so that with the efforts of prospective buyers like this can cause the benefit of each party.

And not only stop there, the errors or deeds of brokers can also be encountered in cases where brokers sell goods that have been brokered or samsarah 'ala samsarah. in this case, for example a realtor is mandated by the landowner to sell his land then without the permission of the landowner, the realtor contacts another broker to ask for help in selling the land. So that in this case the broker can sell at a high price so that the proceeds from the sale of the land can be divided into three parties, namely the owner of the goods / land, broker 1 and broker 2.

From the problems that we often find above can be taken a lesson that buying and selling in plain sight is only related worldly but Islam has covered it in worldly and ukhrowi form so that the muamalah aspect can run smoothly for the order of the people, in other things from some of the cases above of course the broker is not a negative job but he is very useful if he does not deviate from religious teachings, Because in this modern era, each person has been consumed by a variety of activities so that very little time is used to transact and sell, therefore on this basis brokers are needed.

C. Public views regarding brokerage services (brokers) in the economy

In the dictionary of Indonesian, the word broker itself is defined as: intermediary of trade (between buyers and sellers); people who sell goods or find buyers; broker: he sells his car directly to a buyer without a person or legal entity selling securities or goods for others on a commission basis.

Our society in general is a bit anticipatory with people who work as brokers, it seems that it is not a "promising" profession, has no future? If the girl is proposed by a realtor, then the father will think twice first, fearing that his child will be miserable.

Indeed, in Indonesia, most brokers are not a profession, brokers are only part-time jobs, so it is not surprising that the broker's "work" is carried out almost in all types of active professions, ranging from ordinary teachers to professors, ranging from ordinary employees to top executives, ranging from soldiers to the general, many of them who take nyambi to become brokers, You can survey if you don't believe it.

In the wilderness of the business world, brokers are needed for their services, they act as informants, as intermediaries for people who need (buyers) and people who no longer need (sellers). This is already a kind of disguised ethics, in addition to the limited information that buyers or sellers have, there is also a sense of reluctance or prestige (prestige) to offer the goods directly, so they need a third person to bridge it, so many realtor companies arise in the property sector and so on.

There was a question of a friend, asking about his own friend's work: "Sis, our friend Anu is what the hell?", the author replied: "Broker, why?". He replied: "Wow, the koq scholar becomes a realtor, baby huh?" Is there no other job for him?" This is a false perception.

Make no mistake or take this intermediate or broker's work lightly, just know that the country of Singapore is mostly "brokers", ranging from scholars to professors there are also brokers. Don't be surprised why Singapore is the world's No.1 largest producer of natural rubber, do they have rubber plantations? The rubber actually comes from Indonesia, as an intermediary they process it into quality export rubber and then they sell it to all over the world, be Singapore the world's No.1 rubber exporter, we can only bite the bullet.

The broker profession is actually quite effective, as long as we are properly mastered or professional in the field that we will enter as an intermediary. Don't just be a broker, asked the details of the product we don't know, but the commission wants to be divided equally, how about it?

³ Brokers must be honest, sincere, open and do not commit fraud, illegal business and syubhat (which is not clearly halal / haram). He is entitled to receive rewards after successfully performing his contract, while the party who uses the services of a broker must immediately provide the reward, because the worker's wages or rewards can improve the welfare of the worker concerned.

D. The joys of being a broker (broker) in a business / economic transaction

The term Broker is often used for professions or people who act as mediators or liaisons of two parties who have interests. In general, this broker is intended for parties who are buying and selling. But also for parties who have something to do with services or others. Brokers are often used as a profession because they promise profits with minimal risk. But to make it a profession, it must have sufficient insight and

experience for related fields. Indeed, many people can become brokers, but this seasonal broker does not make this a profession. Still related to brokers, here are the joys and sorrows of being a broker :

- Not all sellers have the confidence to release their goods. This is usually related to buying and selling transactions. When there is a prospective buyer of A1 and we are absolutely sure that the transaction will be successful, the seller turns out not to have confidence in us to release the goods. This is obviously his sorrow to be a realtor. If only the item was still affordable, we could be delicious by paying for it first. But if the item is very expensive, of course we can only bite the bullet. The final solution brings together buyers and sellers with commissions as is.
- Inappropriate commissions from sellers of course we have received. There are many reasons from sellers to cut the commissions you should receive. For the sake of long-term cooperation, we must accept it.
- Meetings between fellow brokers also occur frequently. It does not even rule out the possibility in one transaction involving a lot of brokers. So sometimes you have to share more for the commissions you get. And to make it feasible, we sometimes have to make the price higher than the price should be.
- Our steps are complicated by sellers or buyers because of our status as brokers only. This can happen because the seller is not willing to the broker get too much share. And for buyers too, there is the thought of not willing to pay more for the goods they will buy.
- Just ask and there is no follow-up afterwards. As if prospective clients, buyers, or sellers are just looking for information. In fact, to answer the question, sometimes you have to contact people who really respect you, people who really hope, even look for information. Sometimes during the question and answer process, you have to take the time to answer the questions asked.
- Buyers who give up full trust in Us are one advantage. So the buyer already fully believes in us to get the goods needed. If in this situation, we certainly feel happy. Because without having to bring the two together, we can complete the transaction easily.
- The appearance of a ghost broker is common. So when you are dealing with an item, suddenly there is another broker who is nimbrung and claims to be involved in the transaction. So the ghost broker just came and gave a statement just to get a share as well. Usually, the statement about the buyer has gone through the ghost broker.
- The seller believes in Us, and the buyer also fully trusts Us, then this can be a very pleasant thing for Us. Because the transaction can definitely succeed well.
- We have sacrificed time, energy, thoughts, even road fees, but suddenly because there are other brokers who do not agree with the existing system, finally cancel the existing transaction. Of course, we feel a loss because we have issued capital to try to complete the transaction.
- When there is a serious buyer, the seller turns out to be a plain plan and does not sell the goods. Conversely, when there are buyers who are just pleasantries, the seller continues to pursue us to immediately sell the goods offered. If this can be commented on for yourself how it feels.

That's enough of the joys and sorrows of being a realtor. For buying and selling brokers who make this a profession must have experienced it. For a broker who has just jumped in, one day will definitely experience it

CHAPTER V

CONCLUSION

A broker is where humans need each other in filling their lives. Many people do not understand how to buy or sell their goods. So in such circumstances, it is necessary to help others who work as samsarah who understand very well in terms of sales and purchases of goods on the condition that they will give wages or commissions to the broker.

As outlined above, it is clear that the broker or samsarah is an intermediary of trade between sellers and buyers. The samsarah party is entitled to wages (salaries) and is obliged to work as much as possible so that no one feels disadvantaged in the fulfillment of rights both on the part of the broker himself and from the company. The obligation of the company is to pay the wages of the workers where they have worked for the company as much as possible. The use of samsarah is to prevent irresponsible people.

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