

## Disclosures

**The B&B Team, Inc.** is a licensed real estate brokerage in Virginia, North Carolina, and Maine. Peter Scherman is the principal and broker of record in Virginia and North Carolina. Rick Wolf is the designated broker in Maine. Offices located at 460 Valley St., Scottsville, VA 24590, tel 434-286-4600 and 35 Western Ave., Kennebunk, ME 04043, tel 207-967-1995.

**The B&B Team, Inn Consultants LLC** is a partnership providing consulting and inn transfer services nationwide. Peter and Margaret Scherman, and J.R. and Janet Wolf are the principals.

**Peter Scherman** is a licensed real estate broker in Virginia and North Carolina with The B&B Team, Inc.

**Rick Wolf** is a licensed real estate broker in Maine with The B&B Team, Inc.

**Bushnell & Bushnell Services, Inc.** is an independent, licensed affiliate of The B&B Team<sup>®</sup>. Bushnell & Bushnell Services, Inc. is a licensed real estate brokerage in Maryland and Pennsylvania. Marilyn Bushnell is the broker of record. Scott and Marilyn Bushnell are the principals. Office located at 10800 Navy Page Ln, #408, Berlin, MD, tel 410-422-5083.

**Marilyn Bushnell** is a licensed real estate broker in Maryland and Pennsylvania with Bushnell & Bushnell Services, Inc. She is a licensed associate broker in Maryland and Delaware through Shamrock Realty Group of Berlin, MD 21811.

**Scott Bushnell** is a licensed real estate sales person in Maryland and Pennsylvania with Bushnell & Bushnell Services, Inc.

**Agency/Representation Policy:** We are familiar with agency law as it relates to real estate in Virginia, North Carolina, Maryland, Maine, Delaware, and Pennsylvania, though each state operates somewhat distinctly. We can act as seller's representative, buyer's representative, or disclosed dual representative. **Nationwide** we serve as consultants to buyers, sellers, and their real estate representatives. Because buyers/transfer consulting clients typically need our expertise, and we routinely require confidential information to assess their needs, *we presume to act as buyer's representatives* and will preserve confidentiality, regardless of whether we are acting in a licensed real estate capacity or as consultants. Representation agreements will be formalized based upon the state and nature of our relationship. This may create a **dual representation** with the sellers/transfer clients we also represent when the buyer wishes to acquire an in-house offering. In all cases, whether for sellers or buyers, we always **disclose our relationships** in accordance with the respective state laws and ethical business practice and explain the options. This rather complicated area of the business is one which we take very seriously. We want you to be comfortable with us and our role. Laws change and customs differ from state to state, and we may work with the same client in a number of different states, so please ask for clarification. We are happy to provide references of clients with whom we have worked as disclosed dual representatives.

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