

Date: _____ Name: _____

Address of Property: _____

Phone(s) Cell: _____ Home: _____

Facebook? _____ Appt Date: _____ Time: _____

Owned Since: _____

Origination of Lead

Referred by: _____

Met: _____

Or circle one: Office Walk in / Call of Ad / Office Referral / Neighborhood Farm / Website / Facebook / Family/ Friend / Past client / Internet Lead / Realtor® Referral / Client Referral / Special Promotion / Open House / Other

What is the plan? Where do you want to go? Have you thought about that?

If you cannot get into that type of scenario are you still interested in selling?

Have you been to the bank or spoken to a mortgage broker/lender?

Would you like help with that?

When are you planning on selling?

Do you have a general idea of the remaining amount owing on your mortgage right now?

Mortgage penalties for early payout?

Tell me a bit about your house... Square footage: _____ Bedrooms: _____ Baths: _____ Garage: _____

Shop: _____ Lot size: _____ Age: _____ Plan Type: _____ Unfinished Area: _____

Condition of the Home on a scale of: 1 2 3 4 5 6 7 8 9 10

(10 would be a brand new home and 1 would be a tear down bulldozer special)

Special Features? _____

Any Recent Upgrades? _____

Anything that would be considered a negative to a Buyer? _____

What is your favorite thing about your house? _____

Have you made any additions or alterations since you have owned it? _____

Is there anything else that I should know? _____

Do you have an idea of the price range that you were hoping for? Thinking of? Considering? _____

Also I guess I should ask you if you are interviewing any other Real Estate Agents from any other companies? _____

You will get an email from me prior to our meeting. _____ Do you read your emails regularly?

Or should I text you once I send it? _____

I will be prepared for _____, at _____

Oh and will your wife/spouse/husband/partner be there too? _____

Oh and will all decision makers be there for our appointment too? _____

what was her/his/ their name(s)? How do I spell that? _____

Re-State the time and date _____