

# Seller Info Sheet

## I. Part 1 Motivation:

1. Moving is a lot of work - what put that on your radar
2. Tell me more about (that) ....
3. What will (that) do for you
4. This might be an obvious question, but what will (that) mean for you
5. So what I'm hearing you say is..... Is that right
6. Is there anything else?

## Temp check:

1. On a scale of 0-10, how motivated are you to (recap motivation)?
2. What makes it that number?
3. What would need to happen for it to be a 10?
4. So if I did, you would be 10?

...Great! Let's see what we need to do to make (motivation) happen.

## II. Part 2: Prequalification:

Agent: Are you already working with a realtor?

If yes - have you signed paperwork meaning that you are committed to working with them?

What's your ideal timeframe for (achieving motivation)?

HOUSE: What is your address?

1. Describe your house for me:
  - Sqft
  - Stories
  - # of BR
  - # of Bath
  - Style
  - Garage
  - Age of home
2. What updates, if any, have you done to the house?
3. Rate your home on a scale of 0-10: What would make it a 10?

FINANCIALS:

1. How much do you think your home is worth?
2. How did you come up with that number? Great!
3. When did you buy your house and for how much?
4. How much do you owe on your house?
5. Are you current on payments?
6. How much do you want to walk away with after closing (net)?
7. My goal is to help you earn as much money as possible - that helps you, that helps your neighborhood, and that helps me also. However, it's important that we understand the number you absolutely must have or it wouldn't make sense to move. What is that number for you?
8. What happens if you don't get that number?
9. Who are all the decision makers, including who is on the title/deed?
10. Will they all be able to attend our appointment?

What are the qualities you are looking for in a realtor?

Great - is there anything else I should know before we meet that would help me prepare for our appointment?

### III. Part 3 Your next step is:

Perfect. Our next step is to meet together and do three things.

1. Go back over your motivation and price
2. Interview each other - make sure we are a mutually good fit
3. If everything looks good, we will sign paperwork to activate the next step. Any questions? (Said with downswing)

OK great - let's pick a time.

### IV. Part 4 Give a deadline:

Let me put you on hold for a second so I can check the calendar...

Ok, looks like we can carve out time at 2:00 today or 4:00 tomorrow. Which one can you commit to?

I am going to save this spot for you, what that means is I am going to turn away anyone else that wants that spot - is there anything you can think of that would prevent you from keeping this commitment? (If so, brainstorm how to solve if it does happen)

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