

Buyer Info Sheet

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.

Part 2: Prequalification:

Agent: Are you already working with a realtor?

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

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

Location: Describe for me your target location:

House: Tell me about your ideal home:

# of BR	# of bath	Sq Feet	Yard
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Payment: What is your price range?

How will you be paying for this home (cash or loan)?

If loan - great, tell me what you know about the prequalification process.

If no pre-approval yet - your next step is to talk with a lender

Mortgage: Do you have a home to sell in order to buy this home?

If yes - will need to prequalify for the seller side also

Who are all of the decision makers (realtor - note all decision makers need to be present in the 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?

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.

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)