



where the experts are™

SELLER QUESTIONNAIRE & LEAD FORM

Date: _____

Name: _____

Spouse Name: _____

Mobile: _____

Spouse Mobile: _____

Home: _____ Work: _____

Email: _____

Spouse Email: _____

Property Address: _____ City: _____ State: _____ Zip: _____

Family/Children w/Ages: _____

1 Have you spoken with any other agents?

2 Have you considered selling the home yourself?

3 Why do you want to move?

4 Do you know where you want to move to?

5 What date do you want to be moved by?

6 Are there any negatives to not moving by then?
(suggest lifestyle sacrifices, job, costs, schools, family, etc.)

7 Tell me all the negatives of not moving at all?
(same suggestions above)

8 Tell me all the benefits of moving into a new home.
(dig deep & find out WHY)

9 Can you rank your motivation to move on a scale of 1-10? With 10 being the highest.

10 When did you buy your home & what price did you pay?

11 Do you know how much you still owe on it?

12 Have you made any major improvements to the home since?

13 Do you happen to have an idea as to what you think it's worth, or should sell for?

14 Do you have a price you won't sell your home below?

15 Tell me about the positive & negative features of your home.

16 Details of your home.
BR: _____ Baths: _____ Sq Ft: _____ Stories: _____
Other: _____

17 How did you hear about me/us?

18 Are you interviewing any other agents?
Who: _____ When: _____

19 "Thank you! The next step is for me to take a quick look at your home and I can answer any other questions you may have. Then you can decide what we do next. How does that sound?" (pause)
"Great! Does 4:30 tomorrow or 5:00 Wednesday work for you?"

DISC BEHAVIORAL PROFILE:

WHY? _____