

QUESTIONS OVER THE PHONE

This is a compilation of the questions that the top producing Agents ask before making the listing appointment. Try them out and make adjustments to discover the best questions for you and your Client.

If you get a response on the telephone that the person wants to speak to you about making a move, ask:

- Why are you planning to consider a move?
- Where are you thinking of going?
- Ideally, when do you want to do that?
- How important is it for you to get this done in that time frame?
- May I ask you a few questions about your property?
- What style house is it? (Colonial, Ranch, Split, 2-Story, 1-Story?)
- What is the parking arrangement? (Garage – 1 or 2-Car, Attached, Detached?)
- How large is your lot? Is that normal for the area?
- How many bedrooms are there? - Baths? - Family room? - Fireplace? Where?
- Do you know how much square footage you have? Is it larger or smaller than the other homes in the area?

What else is there that may make it distinctive or more appealing?

Are there any obvious drawbacks?

- How long have you owned the property?
- What improvements have you made in the past 5-10 years?

Did you do those yourself or hire them out? What was the approximate cost?

- Who else are you talking to about the sale of your home?
- What are your major concerns in considering this move?
- What is most important to you regarding the sale of your home?
- This is a tough one. What would it do to your plans if you just couldn't sell?
- When is the best time to get together to look at the marketing proposal that we use to sell the most properties in the area?

While I am in the neighborhood doing the research in preparation for the proposal, is it ok if I just walk around the lot and make some notes? I will knock and let you know I am there first.

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