

I would like to ask you a few questions that will help me help you find the right home. Is it OK if I take some notes?"

Where are you living now? _____

Do you own your current home? _____

How long have you owned it? _____

Tell me a little bit about it. _____

About how many homes have you owned in your lifetime? _____

When you purchased your current home, what was the process you used to find that home? How did you start looking?

What did you do next? _____

How long did it take to find the home? _____

How did that process work for you? _____

Is there anything you would like to change on this purchase? _____

If you could wave a magic wand and have this purchase go just the way you want it, what would that look like?

Are you familiar with how real estate works here in _____?"

Are you familiar with the current market conditions? _____

Give them your Buyer's Packet

Funnel process

Our goal is to help you find the right home and, at the same time, make sure you don't miss anything or pay too much. We have a process called the funnel process that will help accomplish those goals. Would you like to see how it works?

First, did you bring any listings with you? _____

To make sure you don't miss anything we will put everything in the funnel that you might consider:

- All MLS, New Listings, New Construction, Foreclosure, FSBO, iillow/Trulia

Once we have everything in the funnel, we'll start a simple process of eliminating those properties that don't work for you. We'll use the comfortable process of elimination rather than the often frustrating process of selection. This way we will make sure you don't miss anything.

We'll go from 1,000's to 100's of properties in the funnel down to dozens (if there are that many on the market) as we begin to eliminate those that don't work.

6. On a scale of 1-10, where would you rate yourself in the process? _____

What would have to happen for you to be a 10?

Pieces of paper exercise. (Give each person a piece of paper.)

"After you have made your list, put stars beside the 3 things you can't live without."

What and why? Features & benefits. Draw the T

Explain the concept of "the 85% perfect home."

Will you be selling your current home? _____ Have you thought about keeping it as an investment?

Will you be paying cash for this home or will you be getting a loan? _____

If getting a loan: "Do you have a loan arranged? Do you have a lender?" _____

"Are you familiar with the 1% = 10% Rule?" "Every 1% change in interest rate affects your buying power 10%."

4.5%, 30-year, \$1,013/month = \$200,000 mortgage

5.5%, 30-year, \$1,013/month = \$178,476 mortgage

6.5%, 30-year, \$1,013/month = \$160,326 mortgage

10. If we find a house that works for you today what will you do? _____