THE TOPPRODUCERGROUP LLC

Buyer Interview

Date / Time Taken: _____ Lead Status (Time Frame): **A B C**

Lead Taken by: _____ Lead Assigned to: _____

Needs: Buy Sell Lease Lead Source: _____

Referral Fee: ❑ Yes ❑ No If YES, to whom: _____ %: _____ **D I S C**

Prospect's Name: _____ Spouse: _____

Tell me about your family: _____

Current Address: _____ City: _____ State: _____ Zip: _____

What is your mailing address? _____

Home Phone: _____ Work: _____ Cell: _____

E-mail(s): _____

LOCATION:

Desired Area(s): _____

School Preference: _____

PRICE: $_____ to $_____

MOTIVATION: Motivation Level: (low) 1 2 3 4 5 (high)

Do you currently ❑ Own, or ❑ Rent? Lease Expires: _____ Rent Amount: $ _____

If own, is house on the market? ❑ Yes ❑ No If YES, are they buying with that agent? ❑ Yes ❑ No

If own, do they have to sell first? ❑ Yes ❑ No How long looking for a home? _____

If own, is listing information sheet completed? ❑ Yes ❑ No

If NO, why? _____

Time Frame: _____

WORKING WITH ANOTHER AGENT? ❑Yes ❑ No If YES, is there a signed agrmnt? ❑ Yes ❑ No

What are the three things you are looking for in an agent?

1. _____ 2. _____ 3. _____

MORTGAGE: Will the buyer be paying cash? ❑Yes ❑ No

If NO, **"When would the best time for our mortgage professional to call you?"** _____

Referred to: _____

HOME CRITERIA: # Bedrms: _____ # Baths: _____ # Price Range $ _____ to _____

Stories: _____ Sq. Ft: _____ Lot Size: _____ Age of Home: _____ Style: _____

Special Needs/Must-haves: _____

Don't Want: _____

CLOSE FOR THE APPOINTMENT: Best time: ❑ Weekday ❑ Weekend ❑ Day ❑ Night