1. **If what I say makes sense … and you feel comfortable and confident … that I can … sell your home … are you planning to list your home with me… when I come out on _____? Terrific!**

2. **Do you plan to interview more than one agent for the job**

3. **Tell me again … where are you moving to? Fantastic!**

4. **Tell me again … why are you moving there? Good for you!**

5. **How soon do you have to be there? Great!**

6. **If I … sell your home … in the next 30 days … would that pose a problem for you? Terrific!**

7. **What would happen if your home did not sell? Ouch!**

8. **When I see you … how much do you want to list your home for, realistically?**

9. **As a professional real estate agent … I study homes and prices every day… therefore … I assume you'll … list with me … at the price that will cause your home to sell … correct?**

10. **So … what's the price you won't go below?**
11. **How much do you owe on the property? Excellent!**

12. **Have you ever thought about selling it yourself? Terrific!/Interesting!**

13. **Will you help finance the home for the buyer … or do you need your cash out? That's great!**

14. **Will you quickly describe your home for me?**

15. **How would you rate your home on a scale of 1 to 10?**

16. **What would make it a 10?**

17. **Is there anything … positive or negative … about your home … that could affect the price? Terrific!**

18. **I'll be sending over a package of information … will you take a few moments and review it? Thank you …**

19. **Do you have any questions before I arrive? Great!**

20. **I've only spoken to you … are there any other decision makers?**

21. **(If so) Do I need to have a conversation with him/her/them before I arrive?**

22. **Will all the decision-makers … be there … when I arrive? Perfect!**

23. **So you know … our meeting should only take between five and twenty-five minutes … okay?**

I look forward to seeing you on ___