

Shorewest Realtors GB –Buyer Floor Time

1. What price range are you looking in?
2. What area (s) are you interested in?
3. How long have you been looking for a home?
4. Have you seen anything you've liked?
5. What is creating the move?
6. When do you hope to be in your new home?
7. What features do you want most in your new home?
8. Have you talked to a lender or is that something I can help you with?
 - a. Talk about the speed of market/ the need for a pre-approval in order to compete in this market

9. Are you working with an agent?

YES- Is it a Shorewest Agent? (If yes...Great! They will take great care of you and I will pass along the information we discussed to them today)

YES- (and it's NOT a Shorewest agent) Do you have a Buyer Agency Agreement with them?

NO- Do you know the benefits of Buyer Agency?

NO- It is very important to have an agent represent you in this market climate.

-Inform them about the current market climate and why those looking on their own or not being represented may miss out on opportunities.

10. Do you currently own a home?

YES- Is your home currently on the market?

YES- Would you like information about the home selling process?

YES- Do you need to sell your home in order to buy a new home?

(Offer to meet with them to go over today's market and process for selling a home. It is not the same. It is not the same market as 5, 10, 15 years ago and many things have changed in the process)

11. Would you be interested in me sending you other homes that we have hitting the market?
 - a. Tell them about "Your System" that will send them homes as soon as they hit the market.
 - b. Tell them how you can inform them about homes before they hit the market because of our "Internal Networking/Hot Sheet" system.

Don't forget to get Name, Number and Email Address

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