Committed Buyer Checklist

	For Company				CLIENT SOURCE:
Date called Appointment Date: Ody Bean Jam., or Call, of	Client		Date acquired		
Open house Address Parm	Date called		Appointment Date:		Jelly Bean Jarc
Work phone () Home phone () Community	Open house		Address		Farme
buyer, but the clients id a engage with, MUST be committed to producing results. PHASE ONE - BUYER INTERVIEW PHASE TWO - SHOWING PROPERTY PHASE SAN SHOWING PROPER	Work phone ()		Home phone ()	
buyer, but the clients id a engage with, MUST be committed to producing results. PHASE ONE - BUYER INTERVIEW PHASE TWO - SHOWING PROPERTY PHASE SAN SHOWING PROPER	Let me review with you how I work. I don't work with every potential				
producing results.	buyer	but the clients I do engage with, MUST be committed to	L		
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YES NO. WE HAVE AGREED: 1. To have all decision makers present in person. 2. To spend at least 45 minutes in interview. 3. To come to an agreement on what you're looking for. 3. Bring back to office for debriefing. (2) 6. Make appointment with manager (date/time) (Go to 48) (3) - (4) 4. That I am your exclusive agent and I represent you. (5) 6. That you will be pre-approved by (6) 7. That you are prepared to buy now. (7) 7. That you are prepared to buy now. (7) 8. Batefinier of next appointment. (9) 9. That we will be in communication. (10) Buyer is prepared to make a decision on properties that are meaningful and fit your needs. (11) 1. Pre-write offer and have on clipboard before showing property. (2) 3. Show 3 properties. (3) 1. Present offer. (2) 2. Ornetred. (3) 3. Bring back to office for debriefing. (1) 1. Pre-write offer and have on clipboard before showing property. (2) 3. Show 3 properties. (3) 3. Bring back to office for debriefing. (2) 2. Ornetred. (3)	PH4				3. Show 3 properties.
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 7. That you are prepared to buy now. 8. Date/time of next appointment. 9. That we will be in communication. 10. Buyer is prepared to make a decision on property and to make an offer. PHASE 4B-MANAGEMENT SUPPORT 1. Re-establish relationship with manager present. 2. Identify what got in the way with manager present. 2. Identify what got in the way with manager present. 2. Identify what got in the way with manager present. 2. Identify what got in the way with manager present. 2. Identify what got in the way with manager present. 3. Show 3 properties. 3. Bring back to office for debriefing. 4. Write offer (Go to 3A) 5. Re-interview to redefine needs and identify where communication broke down. (Go to 3B) PHASE 5A PHASE 5A PHASE 5A PHASE 5A Stowing PROPERTY 1. Pre-write offer and have on clipboard. 2. Present offer. 3. Countered. 4. Accepted. 5. Set financing appointment and give completed file to escrow specialist. 					
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