



Name \_\_\_\_\_

Phone (     ) \_\_\_\_\_ Email \_\_\_\_\_

#### I Individual Demographic

Yes No

- Are you familiar with the area?  Yes  No
- Where do you live now? Location: \_\_\_\_\_
- How long have you been looking? 30  60  90  120+
- Have you been looking in this area?  Yes  No
- Have you seen a lot of properties?  Yes  No
- Have you ever purchased property before?  Yes  No
- What have you liked about the properties you have seen? Explain: \_\_\_\_\_

#### Special Property Questions:

#### II Property Related Demographic Profile

Yes No

- Do you work in the area?  Yes  No
- What kind of work do you do? Type: \_\_\_\_\_
- How many people in your family?  2  3  4  5+
- In what price range are you looking? Amount: \_\_\_\_\_
- Have you been pre-qualified by a lender?  Yes  No
- How soon are you moving? 30  60  90  120+
- Has anyone sat down and talked with you about what's happening in the market?  Yes  No

#### III Appointment or Meeting for Buyer Assistance

- How soon can we meet together again? \_\_\_\_\_
- When would be a good time to meet? \_\_\_\_\_
- Which time would be best for you? \_\_\_\_ or \_\_\_\_?
- Let's meet together on \_\_\_\_ or \_\_\_\_ at \_\_\_\_ or \_\_\_\_.

#### IV Appointment Made

Our appointment is scheduled for \_\_\_\_\_ at \_\_\_\_\_.

I will call you the day before to confirm our appointment. When will be a good time to call? At what phone number? \_\_\_\_\_

#### V Confirmation Required

Confirmation required / Reestablish relationship.

I will be calling to button down our appointment for \_\_\_\_\_ at \_\_\_\_\_. You can count on me to be there, can I count on you? "Yes." Great! I look forward to seeing you \_\_\_\_\_ at \_\_\_\_\_.

REMINDER: Upon completing survey, client receives Free Latte Coupon from Borders.

Enter them in Coffee Table Book Raffle.

