

PART 1 - BUYER QUESTIONNAIRE**DIALOGUE**

*Where do you live now?
How long did you live there?*

1. So, tell me about yourselves.
2. What are some of the reasons for making the move?
3. How long have you been looking?
4. What websites do you use to find property? How's it going so far?
5. Tell me... what hasn't worked for you ... in the home buying process?
6. Have you seen anything you really like? Or written offers on?
7. Have you narrowed your focus to a specific community?
8. What's important to you about the location/community you live in?
9. Tell me about the ... ideal... new home.
10. How many bedrooms & bathrooms?
11. What additional rooms do you need?
12. Tell me about your ideal location.
13. What are the five things you can't live without?
14. What should we avoid with your new home?
15. What's most important to you in buying a new home?
16. And how is that important to you?
17. So... let's recap ... you want to buy a home with , and . And you also want a home with , and did I miss anything? (This is where you feed their values back to them.)
18. And how about the agent you choose to represent you, what's important about that?
19. What's your timing... how soon would you like to be in the new home?
20. What's your plan "B"... in case this doesn't work out?
21. What price range are you looking in?

22. Have you met with a lender? What have they told you? How much money are you planning to put down? If there was an advantage to a second opinion, would you be interested?
23. Is there anyone else involved in the home buying process? 24. I've asked you so many questions ... do you have any questions for me?

PART 2 - EXPLAINING TODAY'S HOME BUYING PROCESS

(Name), let me show you today's buying process:

1. Choose an agent to represent you.
 2. Meet with a lender (or two) for pre-approval and lock in your rate.
 3. View property online and at open houses, while I preview and look for homes not yet on the market or coming soon.
 4. Identify your ideal home and then begin negotiations.
 5. Do due diligence, meet all guidelines and time frames and close on the property.
 6. You get to move into your new home.
- 