



Seller Pre-Qualifying Script

Before I come out... there are a few questions I need to ask you... OK?

1. If what I say makes sense ... and you feel absolutely comfortable and confident that I can...sell your home...are you planning to get started with me when I come out on _____?
2. Are you looking to interview more than one agent for the job of selling your home?
3. Tell me again...where are you moving to? What takes you there? (Remember the WHY is more important than where)
4. How soon do you have to be there? What's important about meeting that timeline?
5. When I see you...How much do you want to list your home for?
 - a. As a professional Real Estate agent, I study homes and prices everyday...therefore I assume you'll list with me...at a price that will cause your home to sell...correct?
6. How much do you owe on the property?
7. Have you ever thought about selling it yourself?
8. Would you please describe the home for me? (Listen for their personality style, keep them talking)
9. I'll be sending over a package of information....will you take a few moments and review it?
10. Finally, will all the decision makers be there?
11. Do you have any questions before I arrive?
12. So you know... our meeting should only take between fifteen and thirty minutes...is that OK? I'll look forward to seeing you on _____ at _____.