



COACH SUPER MIKE™

Taking Real Estate Agents to Pinnacle Levels™

Training Topic: Coach Super Mike's Client Care Questionnaire (Purchaser)™

Name (s): _____

Any children: _____

Address: _____

Home Phone: _____

Cellular Phones: _____

Email Addresses: _____

Work Phone: _____

Best time to reach you: _____

Have you seen any homes/been working with an agent? _____

Why do you want to buy a home? _____

What towns do you desire to live in? _____

What is your top price range? _____

How many bedrooms/bathrooms do you need? _____

Do you want a single family home or a condo/town home? _____

What style home do you need? (Ranch, colonial etc) _____

What size property do you desire? _____

Must you have a garage or basement? _____

Where do you need to travel to for work? _____

Do you need to be near modes of transportation? Which? _____

Have you ever purchased a home before? _____

Are you currently working with an agent? _____

Have you been pre-approved in writing for a mortgage? _____

If so, how much are you pre-approved for? _____

If so, what is the name and # of your mortgage rep.? _____

Be sure to have them email you the pre-approval letter. Confirmed? _____

Do you rent or own a home now? (If renting, when is your lease up?) _____

Do you need to sell a home in order to make a purchase? _____

So that I can serve you best, on a scale of 1-10 (10 being the highest), how motivated are you to buy your home? _____

What month would you like to be in your home by? _____

Is there anything stopping you from purchasing a home now? _____

- Put them in touch with preferred lender if not pre-approved
- Set up date for buyer's consultation once pre-approved