



COACH SUPER MIKE™

Taking Real Estate Agents to Pinnacle Levels™

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

Name(s): _____

Address/Town/Subdivision: _____

Home Phone: _____

Work Phone: _____

Cell Phone: _____

Email Address: _____

- So tell me why are you selling? _____
- To serve you best, on a scale of 1-10 (10 the most motivated), please tell me how motivated you are to sell your property? _____
- When are you looking to make your move? _____

Let me ask you about your home.

- What is the square footage of your home? _____
- What is your approximate lot size? _____
- How many bedrooms? _____
- How many bathrooms? _____
- Style? _____
- Garage? _____
- Basement? Finished or unfinished? _____
- Fireplace? _____
- Pool _____
- Do you have a mortgage/home equity lines of credit or refinances? What is owed?

- On a scale of 1-10, what would you say the condition of your home is? _____
- Based on what you see in your neighborhood, what do you believe your home is worth?

Regarding updates and ages, let me ask you a few questions.

- Has the kitchen been updated? _____
- If so, how old and tell me about it. _____

- Have the bathrooms been updated and if so, when? _____

- What is the age of the following:
 - Roof _____
 - Siding _____
 - Windows _____
 - Heating system(s) _____
 - Water heater/maker _____
 - Central air _____

Let's talk about the next step.

- Where would you like to move to (city, state)? _____
- Do you have an agent there who you are working with? I can refer you to a fantastic agent in that area. _____
- What are you looking for in your new property? _____

Let's pick a day and time to get together.

Please ensure the following for our appointment together:

- Please have the house picture ready if you plan on listing your home.
- Please have your loan documents ready.
- Please have a spare key ready.
- Please ensure that all decision makers are present. We will be discussing the value of your property as well as a marketing plan to get your home sold.

Our team is looking forward to seeing you and working hard on your behalf!