

The Questions

The Realty-Success Method

Memory Key: Questions for Prospecting!

Qualifying Questions	FSBO	Expired	Neighbours of new listings / just sold	Former Clients	Network
Goal	Listing?	Re-list?	I have listed/sold	References?	References?
Intro	Still for sale?	Still expired?	Did you know?	Hello! (name of client)	Hello! (name of client)
Who?	Are you the owner ?	Are you the owner ?	Are you the owner ?	Do you know someone?	Do you know someone?
Time?	WHEN do you plan on hiring the right agent?	WHEN are you hiring the right agent?	WHEN do you think you will MOVE?	WHEN do you think you will MOVE?	WHEN do you think you will MOVE?
Where?	WHERE ? If you sell...	WHERE ? If you sell...	WHERE ? If you sell...	WHERE ? If you sell...	WHERE ? If you sell...
When?	WHEN would you like to be there?	WHEN would you like to be there?	WHEN would you like to be there?	WHEN would you like to be there?	WHEN would you like to be there?
Why?	WHY are you selling?	WHY are you selling?	WHY did you choose this neighbourhood?	WHY will you decide to sell?	WHY will you decide to sell?
What?	WHAT forms of advertising?	WHAT went wrong?	WHAT price do you think you can get?	WHAT price do you think you can get?	WHAT price do you think you can get?
How?	HOW did you determine your price?	HOW did you choose your last agent?	HOW did you determine your price?	HOW did you determine your price?	HOW did you determine your price?
Why?	WHY sell by yourself	WHY don't you hire an agent soon?	WHY not sell too?	WHY don't you want to sell NOW?	WHY don't you want to sell NOW?
What?	WHAT are you WAITING FOR?	WHAT are you WAITING FOR?	WHAT are you WAITING FOR?	WHAT will influence your decision?	WHAT will influence your decision?
Choose?	WHO will you choose?	WHO will you choose?	WHO will you choose?	WHO will you choose?	WHO will you choose?
Me?	What do you expect of ME ?	What do you expect of ME ?	What do you expect of ME ?	What do you expect of ME ?	What do you expect of ME ?
Do you know?	Do you know how I work?	Do you know how I work?	Do you know who? or Can I contact you....?	Do you know who? or Can I contact you periodically?	Do you know who? or Can I contact you periodically?
Get an appointment!	When would be the BEST TIME ?	When would be the BEST TIME ?	When would be the BEST TIME ?	When would be the BEST TIME ?	When would be the BEST TIME ?
Follow up to do?					