

LEAD SHEET

CALL TAKEN BY:		LOAN OFFICER			
ASSOCIATE ASSIGNED:		SOURCE OF BUSINESS			
NAME				BUYER	
ADDRESS					
				SELLER	
CITY		STATE		ZIP	
PHONE NUMBERS	HOME		WORK		
	WORK		CELL		
	CELL		FAX		
EMAIL					
EMAIL					

1. HOW LONG HAVE YOU BEEN LOOKING FOR A HOME? *WONDERFUL!*
2. HOW SOON DO YOU HAVE TO BE MOVED INTO YOUR NEW HOME? *GOOD FOR YOU!*
3. *(NAME)* WILL YOU NEED TO SELL AN EXISTING HOME... TO BUY THE NEXT ONE? *TERRIFIC!*
4. HAVE YOU SEEN ANYTHING YOU ARE INTERESTED IN? *GREAT!*
5. ARE YOU WORKING WITH ANY OTHER AGENTS? *INTERESTING/PERFECT!*
6. WHAT PRICE RANGE ARE YOU LOOKING IN? *GREAT!*
7. HOW MUCH OF A DOWN PAYMENT ARE YOU WORKING WITH? *EXCELLENT!*
8. I'D LOVE TO HELP YOU...BUY A HOME...ARE YOU AWARE IT COULD TAKE 1 TO 2 MONTHS IN THIS MARKET TO ...BUY A HOME...AND MOVE IN? *GREAT!*
9. SO MY QUESTION IS DO YOU HAVE TO BE IN YOUR NEW HOME IN *(TIME)*... OR DO YOU WANT TO START THE PROCESS THEN? *WONDERFUL!*
10. FORTUNATELY...TO GET ONE STEP CLOSER TO FINDING YOU AND YOUR FAMILY THE PERFECT HOME...ALL WE NEED TO DO NOW IS...IS SIMPLY...SET THE APPOINTMENT...SO I CAN HELP YOU...GET WHAT YOU WANT...IN THE TIME YOU WANT... WON'T THAT BE GREAT?
11. WHAT WOULD BE THE BEST TIME FOR US TO GET TOGETHER...AND START THE PROCESS...WEEKDAYS OR WEEKENDS?

APPOINTMENT TIME	APPOINTMENT DATE
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PROPERTY INFORMATION

BEDROOMS	SQUARE FEET	SPECIAL FEATURES
BATHROOMS	LOT SIZE	
STYLE	AGE	
AREA 1	GARAGE	
AREA 2		
AREA 3		

COMMENTS
