



First Name(s) _____ & _____ Last Name(s) _____

City, State They Live In _____, _____ Own / Rent _____ Years Lived In Your Current Home _____

INSPIRATION: What Is It That's Making You Consider Moving? _____

Tell Me About Your House... _____

Are Homes Selling in Your Area? **YES / NO** Have You Noticed How Long are they taking to sell? _____

What Do You Like Most About Your House?

1. _____ 2. _____ 3. _____

What Would You Like to Change About Your House, Neighborhood, or Area?

1. _____ 2. _____ 3. _____

EXPERIENCE: Have You Ever Visited This Area? **YES / NO** When Was The Last Time You Were Here? _____

How Long Have You Been Looking For A New Home? _____ Are You Considering Other Areas? **YES / NO**

Which Other Areas Are you Considering / Why? _____ / _____

What Have You Seen That You Liked (or Didn't Like)? _____

How Familiar Are You With the Active Adult Lifestyle? _____

What Is Most Exciting To You About Living In This Kind of Community? _____

PEOPLE: Who Will Be Living In This Home? _____

Who Is The Decision Maker? _____ **Timeframe:** When would you ideally like to move in? _____

REQUIREMENTS: How Many Bedrooms, Bathrooms, Den, Basement, Countertops, Cabinets?

Beds: _____ Baths: _____ Den: _____ Base: _____ Cabinets: _____ Counters: _____ Backyard: _____

Rooms Desired: _____ Location: _____ Lot: _____

ABILITY: Working? Him= _____ Her = _____ Down payment \$ _____ Price / Payment _____

Hot Buttons: _____ **What Are Their Must Haves?** _____

Did You Use A Tie Down? _____ **Did You Trial Close?** _____ **Did You Ask For The Sale?** _____

Why Should They Move NOW? _____ **What Is Next Step?** _____

Kid's Name _____ Grand Children - Boys _____ Girls _____ Where Do They Live? _____

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