

BUYER APPOINTMENT FORM

Date Set:

Appt. Day:

Appt. Date:

Appt. Time:

Lead Source:

ISA:

OSA:

Name:

Name:

Address:

Apt. #:

City:

State:

Zip:

Phone 1:

Phone 2:

Email:

So that we can do the best possible job for you when we get together, let me ask you a few quick questions

1. How soon were you looking to buy?

2. Are you buying your next home yourself or with someone else?

2a. If someone else: Will they be available when we meet as well?

if not, try to reschedule a time when both can be there

3. Do you currently rent or own your home?

3a) If rent: When is your lease up?

If more than 3 months: If you find the right home, are you planning to break the lease?

3b) If Own Home: Do you want to sell your home before you buy a new one?

If they want to sell first: While we are over there, we can take a look at your home and give you a really good idea of what you can expect to sell it for. We can also give you some tips on what to do and what not to do to get top dollar. And of course, there is no obligation, Does that sound good?

if ok, get seller information after getting buyer information

4. What area did you want to be in?

5. What style of home are you looking for?

6. How many bedrooms / baths do you need:

7. What else is important to you in your next home?

8. Have you determined a price range?

9. Have you spoken to any mortgage companies yet? Are you pre-qualified?

Would you be interested in a free rate quote from our preferred Lender; we work with Bourgeois & Associates Mortgage; t the most reliable lenders in New Orleans; we've been working with Raymond Addison with Bourgeois for a long time, We recommend him. Do you mind if we have him give you a call, to see which of their great loans programs are best for you? absolutley free.

RECAP: It was great talking with you today. We'll see you (Day, Date, Time and Location). Once again, while we are t we will take down your exact home buying criteria so you can begin receiving all of the hot new listings.

10. Is it ok to allow 30 minutes or so for that?

Notes: