THE COMMAND COLLECTIVE®

Pipeline Report Questions:

Can you answer these questions to everyone in your pipeline?

- Who are they?
- What do they want?
- Where are they going?
- Why do they want it?
- When do they want it>?
- How do they plan to get it?

Look at your last 5 transactions. Trace the relationship:

First contact: ______________________________

Listing Mutual ______________________________ Close: ______________________________

Buyers Mutual: ______________________________ Close: ______________________________

How long from initial contact to close: ______________________________

Relationships take time to nurture. Fill your pipeline. That is the fuel for your appointment engine.