

First Name(s) \_\_\_\_\_ Last Name(s) \_\_\_\_\_

**WHY ARE YOU THINKING OF MOVING?**    **TELL ME MORE ABOUT THAT....**    **WHY NOW?**

**BUILD TRUST:** How is your day going so far?   How is your weather?   Kids?   Animals?   Spouse?   Retired / Working?

**MOTIVATION:** \_\_\_\_\_

**FUTURE PROMISE:** \_\_\_\_\_

**CURRENT DISSATISFACTION:** \_\_\_\_\_

**COST + FEAR:** \_\_\_\_\_

**CURRENT DISSATISFACTION QUESTION:** \_\_\_\_\_

**SOLUTION QUESTION:** \_\_\_\_\_

**PEOPLE:** Who will be living with you? \_\_\_\_\_    **PETS:** YES / NO

**EXISTING HOME:** Own / Rent    **LOCATION:** \_\_\_\_\_

**COMMUNICATION PREFERENCE:** Text / Email / Phone Call

**MLS DRIP CAMPAIGN:** YES / NO

**TIME FRAME:** When would you like to be moved into your new home?   3 / 6 / 12 / NOT SURE

**BUDGET:** \_\_\_\_\_    **HOA FEES:** \_\_\_\_\_

**MUST HAVES:** Pool, Gym, Tennis Court, Club House, Golf Course, Gated Entrance, Etc.

**STYLE OF HOME:** Detached, Condo, Villas, Townhome, Manufactured / 1 story, 2 story / Elevator, Stairs

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. \_\_\_\_\_

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

Beds: \_\_\_\_\_ Baths: \_\_\_\_\_ Den: \_\_\_\_\_ Base: \_\_\_\_\_ Cabinets: \_\_\_\_\_ Counters: \_\_\_\_\_ Backyard: \_\_\_\_\_

**FLOORING:** Carpet / Tile / Wood Laminite    **GARAGE:** 1 Car, 2 Car

HUSBAND

WIFE

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