

# How to Secure a Buyer Consultation

- Building Rapport with Icebreakers
- Important Questions for Potential Buyers
- Asking to Schedule a Buyer Consultation



## Icebreakers to Build Rapport | Warm Up Question Examples

- How did you hear about me?
- How is your day going?
- Would you like me to notify you of market changes in your neighborhood?
- Where do you live?
- What information would you like me to provide that is not on our website?

### WILLING

- What areas are you looking into?
- Why does \_\_\_\_ (area) interest you?
- What type of property are you looking for?
- Where do you live now?
- How many Beds/Bath/Sqft/lot size/garage
- What are some other special home requirements?
- What do you like about your current home?
- What are some things you definitely DO NOT want?
- What is most important to you in the purchase of a home?
- What price range have you been considering?
- Out of curiosity, why are you looking for a home?

### READY

- How long have you been looking for a home?
- What properties have you seen already? How many?
- Were you working with another agent?
- When are you looking to be in your new home? Have keys?
- May I ask what your time-frame is? Why that time?
- What things have to happen for you to make the move?
- Will there be other people involved with finding the home?
- What questions do you have about the buying process?

### ABLE

- Will you be paying Cash? Or will you be needing financing?
- How much money do you have set aside for the purchase?
- What budget should I stay within?
- How much money are you looking to put down? Will we be asking the seller to assist with Closing costs?
- Do you have to sell your home to buy another?
- Are you currently renting? When is your lease up?
- What type of loan will you be using?
- Who will be working on your financing?
- How's your credit score? When was the last time it was checked?
- What type of loan consultant would be the best fit for you?
- What monthly payment you would like to stay within?

Ask for **BUYER CONSULTATION** or schedule a meet and greet