



## Seller Lead Questionnaire Script

Thanks for calling today. It sounds like you are considering moving and looking for an agent to help you sell your home?

*Correct.*

Great. I'm curious, of all the real estate agents out there, why did you call us today?

*I've seen your signs in the neighborhood and have gotten your postcards for years.*

That's great. It sounds like you're familiar with our team's track record in the area! Tell me a little bit about your plans.

*I got a work promotion and am moving out of the state.*

Congratulations! That's exciting. What do you do for work?

*I'm a consultant with Accenture.*

That sounds interesting. And where are you moving?

*Boulder, Colorado*

Colorado! We have many clients who have relocated there. Are you purchasing a new home there or do you plan to rent?

*We are looking to buy a home there.*

Great. Are you in touch with a lender to help you get pre-approved for your new purchase?

*Yes, we're working with a lender.*

Perfect. Have you determined if you need to sell your home here in order to purchase there?

*We don't have to but would like to sell our home here and not have two mortgages for very long.*

I can definitely understand that. When do you need to be moved in and settled in Boulder?

**PRODUCED BY: STEPHANIE YOUNGER**

Ferry International, LLC / 888.866.3377 / tomferry.com



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*At the end of the month.*

Do you need to have a new home identified and under contract before you move?

*No, we have temporary housing.*

Are you working with an agent in Boulder already to help you find your new home?

*No, not yet*

Would you be opposed to me sending a few recommendations for agents that our clients have successfully worked with in the past?

*No, I would not be opposed. That would be great.*

No problem. I will email you the contact info of a few different agents. You will be in great hands with any of them, but feel free to reach out to all of them to see who you vibe with the best.

*Perfect, thanks!*

Of course! So, you're planning on moving within the next couple of months and are hoping to sell your home here as quickly as possible so you aren't carrying two mortgages.

*Correct.*

It sounds like you'd like to get your home here on the market ASAP. Do you plan on living in the home while it's for sale?

*Yes. Unless you think it's better if we don't?*

Well, you certainly can. But a lot of our clients find the process much easier to move out first. But we can talk through all of that when we meet. Do you have a few more minutes for me to gather some additional information about your home that will be helpful for me to prepare for our meeting?

*No problem.*

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Do you have pets or children, or pets who are children, living in the home?

*We do! We have a 5 year old, Megan, and a poodle named Bob.*

Bob, the Poodle! I love it! And does your poodle smoke in the house?

*LOL No, he does not.*

Thank you. So I have your address as 1234 My Home Lane, 90045. Is that correct?

*Yes.*

And based on title, it looks like you've owned your home for about 15 years? Is this your primary home?

*Yes. Yes.*

Got it. And I see that it's 3 bed/3 bath, 1700sf, and on a 7,000sf lot.

*Correct.*

Can you tell me a little bit about the home's layout? Is there a separate living room and family room?

*Yes, there's a living room in the front when you walk in, an adjacent dining room, plus a separate family room.*

Got it. And does your home have central heat and AC?

*Yes.*

How about a fireplace?

*No.*

Do you have recessed lighting in your home?

**Full script available in Illum**

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