

# LISTING INTERVIEW

# Initial Phone Call

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*Questions to ask in the initial Seller phone call*

1. How did you get my name? *Build rapport.*

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2. Get the property address and initial info on the home.

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3. What is your Time Line for the Sale? *Determine urgency.*

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4. What has prompted the move? *Determine motivation.*

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5. How long have you lived in your home?

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6. Anything else I should know about your home?

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7. Explain your process. *1 step or 2 step depending on urgency.*

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8. Set appointment. *Do you prefer week days or weekends?*

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