

## **Questions to ASK on MOVOTO CALLS**

**TRUST**---ALWAYS BUILD SOME DEGREE OF TRUST BEFORE DIVING RIGHT IN TO BUYING.

- Ask them questions like when was the last time they were here?
- Do you have any friends or family that own here?
- How often do you travel here?
- Do they own any other property here?

**NEED**--- DETERMINE WHAT THEY ARE BUYING THE HOME FOR?

1. RENTAL
2. FAMILY
3. INVESTMENT

**HELP**---ARE THEY LOCAL, INTERNATIONAL, WHEN WILL THEY BE COMING TO FLORIDA

DO THEY WANT TO SEE THE HOME BEFORE PURCHASING OR WILL THEY BE BUYING SITE UNSCEEN?

DO THEY NEED A PLACE TO STAY WHEN THEY COME TO LOOK AT THE HOME?

We have short term rentals, car rentals, limo service; we can arrange it all for them if needed.

DO THEY WANT US TO TAKE PICTURES AND SEND THEM, VIDEO?

WILL THIS BE A CASH OFFER, OR DO YOU HAVE A PROFF OF FUNDS LETTER? IF NOT, WE HAVE A WONDERFUL LENDER THAT I CAN HELP YOU GET A PROFF OF FUNDS LETTER RIGHT AWAY.

WE ALSO HAVE A HARD MONEY LENDER THAT CAN GET YOU FINANCED IN TWO WEEKS AT AROUND 6%, IF YOU DON'T WANT TO WAIT FOR A TRADITIONAL LENDER AND YOU DON'T WANT TO LOOSE THE DEAL, YOU CAN ALWAYS RE-FINANCE.

**HURRY**—WHAT IS THE TIMEFRAME THEY WOULD LIKE THIS TO HAPPEN?

GOAL= CLOSE THE DEAL

1. Give them an idea of a timeframe that we can get things done for them, be honest, keep building trust and do what you say if you're going to do, if you say you will send them an email or call them do it.
2. Follow up—cc team leader on everything just in case someone forgets something—make sure you have back up and accountability to get things closed!
3. Assure the client always that we are here to help them and we work as a team!

