

QUESTIONS TO ASK TO UNCOVER THE SELLER'S NEEDS AND EXPECTATIONS

1. What could we do to make this a good meeting, and well worth your time?
2. What are your goals?
3. What is the biggest challenge you're facing right now?
4. What is it costing you in time/money/resources?
5. What would be an ideal outcome?
6. Is there anything else we need to talk about today?
7. What are your objectives?
8. What are your needs?
9. What is important to you?
10. What information do you need in order to make a decision?
11. What are your expectations of the Realtor that you hire?
12. What is your biggest concern?
13. How will you make your decision on which Agent to hire? What is your process?
14. What criteria do you need to evaluate to make a decision?

