



TOP TEN QUESTIONS

FOR EVERY SINGLE CONVERSATION OPENING QUESTION

Were you just kind of curious or were you thinking of making a move sometime soon?

FOLLOW-UP QUESTIONS (NO PARTICULAR ORDER)

Ideally when would you want to be all moved into your new home?

Just so I make sure I'm understanding, what do you mean by ____?

What are a few must-haves in your new place? What are some other big things you care about?

What are some must-avoids in your new place?

Do you have an ideal location in mind?

I hear you saying this move is still ____ (months/hrs) out but if the ideal home hit the market tomorrow, would you take advantage or pass?

I'd love to hear more about your current living situation...

Who will all be impacted by this move?

Tell me about your ideal agent...

What's the biggest thing you want to change about your current living situation?