

Agent: _____ **The Shane T. White Team**
 Date: _____
 Source: _____ **Seller Interview**

Seller:

Name: _____
 Spouse: _____
 Subj Address: _____
 Mailing _____
 Address: _____

Seller D - I - S - C
 Spouse D - I - S - C

Kids	Name	Age

Phone #'s:

Home: _____
 His Work: _____ His Cell: _____ His E-mail: _____
 Her Work: _____ Her Cell: _____ Her E-mail: _____

BACKGROUND

1. What prompted you to call us? _____
2. Why are you selling? _____
3. Where are you going to live? _____
4. When do you need to sell by? _____
5. What are you looking for in an agent? _____

HOUSE

Age of Home: _____ How long have you owned it? _____
 Significant Improvement Made: _____
 Bedrooms: _____ Baths: _____
 SqFt: _____ Acreage: _____
 Parking/Garage: _____ Appx. Value: _____
 Have you ever had your home listed for sale? _____
 Who? _____ Why didn't it sell? _____
 Considering other agents? _____ Who? _____
 Need assistance on buy side? _____ Referral _____
 Notes: _____

Directions to Property: _____

Notes: _____

Follow-Up:

_____ Personal Note Sent: YES/ NO When _____

_____ Follow up in _____ days

_____ Appt. to List set Yes/No When _____

_____ Referred to Lender for PreQual Lender _____

_____ Input seller in Agent 2000

_____ Send thank you/gift to referring person

Other follow up: _____
