

**Name of potential buyer:** \_\_\_\_\_

**Date:**

**How long have you been looking?**

**Are you working with another salesperson or broker? If so, who?**

**Do you rent or own your current home?**

**Must you sell your home or complete a lease period before buying?**

**How soon do you need to move?**

**Has a lender prequalified you for a loan?**

**What's the name of the lender that prequalified you?**

**Will anyone else be helping you make the buying decision?**

**Where are you employed?**

**How do you like to communicate—by phone, fax, mail, or e-mail?**

**What's the best time to reach you? At what number?**

**Have you purchased a home before?**