



LP MAMA

LOCATION – Where are you looking to buy?

PRICE – What price point are you looking to be in?

MOTIVATION – Why are you looking to move?

AGENT – Are you working with another Agent?

MORTGAGE – Are you going to be financing this property or are you going to pay CASH for it?

APPOINTMENT – “I have two appointments readily available; I can do Tomorrow at _____ or the next day at _____. Which one works better for you?”