

Agent:

- Has a 2x2 with sunroom available for \$2,150
- Has a 3x2 open for \$2,350
- 2x2 Market is \$2,150 and you can do down \$200
- 3x2 market is \$2,350 and you can go down \$250
- Your community has amenities such as swimming pool, 24-hour gym, resident clubhouse, dog park, etc.

Prospect:

- Ideally wanting a 3x2 for your spouse, child, and dog.
- The extra 3rd room is an office.
- You're open to a 2x2 if the agent engages and can provide community benefits to overcome having an office in the apartment. – DON'T GIVE THIS TO THE AGENT UNLESS THEY ASK IN AN OPEN ENDED QUESTION
- Budget is \$1,900 but can stretch to \$2,000 if all criteria is matched and you felt like the agent was trying to make a friend

** Keep track of how many open-ended vs. Y/N questions, keep a tally if you can.

You would lease/tour if they engaged and asked:

- Why you needed a 3x2
- Where and why are they moving from
- What other features or amenities are you looking for?
- Who is the apt for? Did they get their names?
- It felt like they were making a friend.