

Prospect:

**Your goal as the Prospect is to mark how many pieces of “personal” information the Agent gathers as opposed to information about the actual home (e.g. work, who’s moving, interests, hobbies)**

- You are hoping to move ASAP but for the right fit, you can wait a little bit
- Budget is around \$1275-\$1325 but open to up to \$1450 for the perfect home
- Prefer 2 bed or 1 bed with a study but not a dealbreaker
- You want a lot of natural light
- If available, you’d prefer a top level over 1st floor
- Don't offer up the following information unless the agents asks questions or leads the conversation in a way that would make you want to share
  - You really like an outdoor sport - sport of your choice, could be more than 1
  - You have a lot of plants
  - You are in a relationship - partner will be moving in sometime in the future
  - You work from home - dream job of your choice
  - You can create more things about your character if the agent leads the call that way. Get creative and have fun with it!!

Agent:

- You have a one bedroom for immediate move in
  - Rent: \$1,320, can do up to \$50 concession
  - 1st floor
  - Pool view
- You have a one bedroom with a study for March 15th move in
  - Rent: \$1400, no concessions
  - 3rd floor
  - Bay windows with lots of natural light in afternoons