

## Buyer 10+ Experience Questionnaire

**Property Address:**

Here is a list of what you can expect from me. I want you to tell me how important each of these items is to you. On a scale of 1 to 10, 10 being "Extremely Important", and 1 being "not necessary".

Values and Qualities		Not Necessary <span style="float: right;">Extremely Important</span>												
		1	2	3	4	5	6	7	8	9	10			
1	I will always respect your time and will try to accommodate you.													
2	I will respond to your phone call or emails as quickly as possible.													
3	I will discuss the benefits and drawbacks of each home in relation to your needs.													
4	I will always be honest with you, even when I have information that you may not want to hear.													
5	I will search the MLS daily and inform you of all new homes that meet your wants and needs.													
6	I will help you compare homes and make a decision.													
7	I will keep your information confidential.													
8	I will provide you with a CMA on all homes you're interested in.													
9	I will educate you on the contract and all of its terms.													
10	I will always negotiate price and terms in your best interest.													
11	I will coordinate and supervise the preparation of all closing documents and guide you through the closing process.													
12	I will refer you to proven professionals throughout the entire process.													

1 Now that I have told you how I work, please tell me what else will make this a "10" experience for you?

Can you describe exactly what I need to do to accomplish this?

Can you tell me what about this is important for you?

2 If we could add one more thing to make it a "10+", what would that be?

Can you describe exactly what I need to do to accomplish that?

Can you tell me what about this is important for you?

3 If we could add one more thing to make it a "10++", what would that be?

Can you describe exactly what I need to do to accomplish that?

Can you tell me what about this is important for you?

**YOUR EXPECTATIONS FOR A WIN-WIN WORKING RELATIONSHIP**

4 Have you ever worked with a Real Estate agent or consultant before? Yes No  
If Yes - tell me more...

What did you like best about what that person did?

What didn't you like?

5 How does someone win with you?

Anything else?

6 How does someone lose with you?

Anything else?

When I advise you on your home purchase, on a scale of 1 to 10, 1 being Indirect and 10 being Direct, how do you want me to communicate with you?

Indirect						Direct			
1	2	3	4	5	6	7	8	9	10

If you answered less than 10... what do you mean by that?

8 To best represent you and to ensure that we have a win-win relationship, I expect the following from all of my clients. Does this sound reasonable to you?

WHAT I EXPECT FROM ALL MY CLIENTS		Does this Sound Reasonable?	
1	Be honest in all things.	Yes	No
2	Be available to look at homes.	Yes	No
3	Let me know when you're unavailable or out of town.	Yes	No
4	If your wants, needs, or financial situation changes, let me know.	Yes	No
5	If you want to see new construction, call me before you go into models as there is a good chance that I have either worked with the builder/developer before and have	Yes	No
6	If you see a FSBO, call me first with the street name and telephone number, as there's a good chance I have already toured the home.	Yes	No
7	If you see an add, sign, or information on the internet, call me so I can provide you with a CMA.	Yes	No
8	Let me know if you plan to go to open houses so I can help you if you see anything that you like.	Yes	No
9	Be as loyal to me as I am to you.	Yes	No
10	Refer me to your friends, family, or colleagues. Give me their names and telephone numbers.	Yes	No