## THINKING ABOUT SELLING?

Prior to meeting with me, please fill out this quick survey. Tell me what concerns you most about selling your home and hiring a real estate agent.

That way, when you meet me, we can discuss only those things that are **MOST IMPORTANT** to you. Our meeting will take about 20-25 minutes, unless you have more questions.

## WHAT ARE YOU CONCERNED ABOUT?

LENGTHY LISTING PERIOD
FORECLOSURES
BROKER COMMISSION
SHOWING PROCEDURES
ADVERTISING
OPEN HOUSES
WRONG AGENT
INTERNET
PRICING STRATEGY
TIME IT TAKES TO SELL
CLOSING ESCROW

NOT CO	NCERNED	VERY CON	CERNED
1	2	3	4
1	2	3	4
1	2	3	4
1	2	3	4
1	<b>2</b>	3	$oldsymbol{4}$
1	2	3	4
1	2	3	4
1	2	3	4
1	2	3	4
1	<b>2</b>	3	4
1	2	3	4