



## 6 Questions to Ask Motivated Seller Prospects on the First Call

From: InvestorCarrot

Use this checklist as a reminder to ask certain important questions during the initial contact with a potential deal. Even if the questions seem obvious, they are often overlooked.

If you have any questions we can be reached at [support@oncarrot.com](mailto:support@oncarrot.com)

### Checklist - Questions to Ask on the Initial Prospect Call

- How are you today? (Simple, but sometimes forgotten)
- What's your reason for selling?
- What is your name, number and email (especially important for follow-up)
- Are you the decision maker, or is there any other people on the title that need to sign in order to sell this property?
- Is there any mortgages, back taxes, liens, etc.?
- How did you hear about us?

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