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| **[A] Non-Investment Dominator CRM Clients** | **[B] Investment Dominator CRM Clients** |
| * Date/Time of call * Name of Caller: * Phone Number of Caller: * Are you interested in selling your property?  **NO/YES** * Is this Land, or a House?   **“Before we can make you an offer I would need to ask you some questions about the property.”**   * Can you let me know what County and State your property is in? * What is the APN number of your property?   + (referenced on our letter, or your tax bill with the county) * Do you own one, or several properties, and if several how many? * What is the size of the property/ies? * Does the property/ies have Road Access?   + **NO / UNPAVED** / **PAVED / DON’T KNOW** * Is there electricity to the property/ies?   + **NO** **/ YES/ IN AREA / NOT SURE** * Are there any improvements to the property/ies?   + **NOTHING / HOUSE/ MOBILE HOME / OTHER**   + Is there a well on the property/ies? **NO/YES**   + Is there a septic system on the property/ies? **NO/YES**   + Is there a fence on the property/ies? **NO/YES** * Is there an HOA in this area? **NO/** **YES – WHAT IS YOUR ANNUAL DUES** * Do you own the property free and clear? **NO/ YES / YES + BACK TAXES** * How long have you owned the property? **\_\_\_ / 10 / 20 / 30 / 40 YEARS** * Are you the Owner of Record with the County? **NO/YES \_\_\_\_** * Can you let us know what address to send the offer to? * Is the property currently listed with a Real Estate agent?  **NO/**   + **YES:** Name & phone number of agent?   + What was the date you listed it? * How much are you looking to get for the property? * **[REP ADDS COMMENTS ABOUT THE CALL]** * **[REP END CALL]:**   **“At this point we will need to complete some detailed research on your property. Once the research has been finalized we will mail you a no obligation written offer within 7-10 business days so you have something official in writing that you can review. Thank you very much for your call and you will be hearing from us soon. Good bye” – [HANG UP]** | * Are you interested in selling your property?  **NO/YES** * Is this Land, or a House? * **[REP CLICKS ON ‘LAND DEALS’, OR ‘HOUSE DEALS’ TAB]**   **“Before we can make you an offer I would need to ask you some questions about the property”.**   * What is the Id number that is printed on the bottom right corner of your envelope, or letter that we sent you? * **[REP LOOKS UP RECORD IN INVESTMENT DOMINTOR BY ID OR LAST NAME THEN CLICKS ‘EDIT’ TO OPEN THE RECORD]** * **[REP CHANGES THE RECORD STATUS TO ‘PENDING PRELIMINARY RESEARCH’]** * Are you the owner or Record with the County? * What is a good phone number that we can reach you at if we have any additional questions in the future? * Let me verify the information that we have:   1. Is this address correct?   2. Is this the property you want to sell (Reference APN)? * What is the size of the property? * Is there an HOA in this area (If so get annual HOA Dues)? * Do you own the property free and clear? * Are there any improvements on the property? * Is there electricity to the property? * Does the property have road access? * How long have you owned the property? * If we can pay cash and close on any date you want, what would be the least that you would take for the property? * Is the property currently listed with a Real Estate agent?  **NO/**   1. **YES:** Name & Phone Num. of Agent?   2. What was the date you listed it? * **[REP ADDS COMMENTS UNDER THE ‘CALLER COMMENTS’ FIELD]** * **[REP END CALL]:** * **“At this point we will need to complete some detailed research on your property. Once the research has been finalized we will mail you a no obligation written offer within 7-10 business days so you have something official in writing that you can review. Thank you very much for your call and you will be hearing from us soon. Good bye” – [HANG UP]** |