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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]**
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