**Seller:**

**Property:**

**Lead received on**

**What is your situation? Why are you selling?**

**Is the property listed?**

**How quickly do you need to sell?**

* + ASAP
	+ 30 Days
	+ 60 Days
	+ 90 Days
	+ 120 Days
	+ Not in a Rush

**What do you think the property is worth?**

**How did you arrive at that number?**

**What kind of repairs does the property need?**

**Do you own the property free & clear, or do you have a mortgage?**

**Who Legally Owns?**

**Square footage-owner**

**Rent**

**HOA fees**

**Mortgage amount?**

**Monthly payment?**

**DO NOW ASK UNTIL AFTER YOU HAVE SEEN PROPERTY**

**If we can pay cash and close on any date you want, what would be the least that you would take?**

**Notes**

**Next Action**

* + No Contact Yet
	+ 1st Attempt - Call Seller
	+ 2nd Attempt - Call Seller
	+ 3rd Attempt - Call Seller
	+ Final Attempt - Call Seller
	+ Follow Up - Send Offer in Email or Letter
	+ Call Seller - Appointment Set For...
	+ Make Offer
	+ Waiting On Seller For More Info
	+ Dead - No More Follow Up
	+ Follow Up

**Next Action Assigned To**

...

**Next Action Due Date**

**Motivation Bucket**

* + New lead, no contact yet
	+ Seller Distress (set appt)
	+ No Distress (make written offer)
	+ Wants Retail (outsource to Realtor)
	+ Upside Down (shortsale Realtor)
	+ Opt Out

**Mail in the Future?**

* + Yes
	+ No

**Campaign**

**Postcard Tracking #**

**Type of Deal**

* + Wholesale
	+ Wrap Deal
	+ Referral to Realtor
	+ Listing
	+ Short Sale
	+ Fix & Flip
	+ Don't Know Yet
	+ Other

**Potenital Equity**

—

**Who is Working this Lead?**

**Outsourced Lead to?**