

Questions at Listing Presentation

1. What are the top things you would like to achieve out of our meeting today?
2. What kind of marketing has caught your eye?
3. What are the main things you're looking for in an agent?
4. The agent you chose will have a major effect on the price you get. Are you going to select your agent based on the things the agent can control, like marketing and strategy or the things the agent can't control, like the price?
5. Is this all making sense? How are you feeling about things?
6. The best agent and the cheapest agent are generally not the same.
Would you like me to explain why?