

Date: \_\_\_\_\_

# The Jana Martin Group

## Fiduciary Vs. Functionary

On a scale of 1 – 10, 10 being fabulous, what will it take to make this meeting a 10?

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One of three things will happen:

1. You will list your home.
2. You will not list your home.
3. I may choose not to take the listing.

I am a Real Estate Consultant. I would rather disappoint you now than later.

95% of agents are functional. 5% consult.

On a scale of 1 – 10, 10 being fabulous, what will it take to make this transaction a 10?

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What will it take to make this transaction a 10+?

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What will it take to make this transaction a 10++?

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What will it take to make this transaction a 10+++?

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In the last 15 days, has anyone asked you how to meet or exceed your expectations?

Yes       No

If we can meet your expectations, would you hire me?       Yes       No

Why or why not? \_\_\_\_\_

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