






# JANE'S BONUS HAND-OUT



# IDEAL PROSPECT- SAMPLE CHART

	No Fit -0 points 	Workable Fit-3 points 	Complete Fit-5 points 	5 points each Score (30)
<b>Need</b>	Renter, no desire to buy	Yes. Has an agent in mind but no commitment made	Yes. Wants to hire an agent	
<b>Timing</b>	No plans to move	Ready to move in 6 months to a year	Wanting to move within 3 months	
<b>Motivation</b>	Other priorities pressing unwilling to commit time to process	Other priorities but seems willing to make time	Highly motivated to focus on buying selling	
<b>Value your expertise</b>	Will use family member realtor	Your value unknown but receptive	Values your insights & experience/previous client	
<b>Match for your "Perfect Blend"</b>	No	Unknown	Yes/Exceeds	
<b>Budget</b>	Poor Credit/ No down payment	Not established/unknown	Finances secure & has additional wiggle room	