**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?**