

## **9 Key Question Template**

If it's a fix and flip, then the 9 key questions will help us determine the factors and risk of a small, medium, or heavy project.

If it is a rental, please still provide a response from the seller and add any correlated dates if repairs have been made. We still need an ideal of age to translate to the buy and hold investors to factor in timelines or future expenses if the timeline does not fit their box.

### **9 Key Questions**

4 Pillars of Motivation:

- What's Your Asking Price?
- Estimated Rehab Costs?
- Why Are You Selling?
- When Do You Wish to Sell? (30-60-90 Days)

5 Buyer Concerns:

- Age of The Roof?
- Foundation Issues?
- Electrical Issues?
- Plumbing Issues?
- HVAC System Issues?

By collecting the following information, I can better describe the conditions of the property to repeat buyers in our network. The more information we can provide before the inspection date is scheduled, the more information the buyer can use to compare their interests when verifying the conditions in person. This will increase our trust with them and allow us to offer our professionalism as well as our expertise to send them only good deals.

