

1. **RAPPORT** 3. **BENEFITS (Go to One Sheet)**

Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

What is the job? New Home Remodel **4. CLOSE APPOINTMENT**

 \* Do you prefer morning or afternoon?

How did you hear about Brian T Armstong

Construction?

 1.) Online

 a. Ad \* Let me check to see what we have available. b. Google Search \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

 c. Google Reviews

 d. Facebook Meeting Location: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

 2.) Word of Mouth

 3.) Other \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Appointment Date: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

 Time: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Details about the project: Email: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Phone: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ NOTES:

* *We know that not every job is the best fit for us*

*and that we are not always the best fit for every*

*job. I’d like to ask you a few questions to help us*

*both determine if this is a good fit.*

2. **NEEDS**

 1.) Where are you planning to build?

 \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

 2.) Do you currently have a lot?

 YES NO

 3.) Do you already have your plans?

 YES NO

 4.) What size home are you considering?

 \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ sq ft

 5.) What is your timeline to have this project

 completed?

 \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

 6.) Budget Range:

 a. Under $200K

 b. Between $200K and $400K

 c. Over $400