

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