



Name: \_\_\_\_\_ Date: \_\_\_\_\_ Interest: **A B C LTFU**

Company: \_\_\_\_\_ Phone Number: \_\_\_\_\_ Volume: \_\_\_\_\_

Hello, my name is \_\_\_\_\_. How are you today? I am surveying real estate agents in the area in order to determine how successful agents are adopting to current market conditions. I would be happy to share the results with you, the survey will take about 3 minutes. Would it be ok if I ask you a few questions? Perfect and thank you!

1. What is your biggest challenge in the market right now?
  
2. If there is one thing you could add to your business right now, what would it be?
  
3. In your opinion what are the top three real estate offices in your area?
  
4. Why do you think they are the top?
  
5. What made you choose the company you are with now?
  
6. What does your company offer that you feel is innovative or creative that adds to your business that you wouldn't get anywhere else?
  
7. If you were to move, what companies would you be most interested in talking to?
  
8. \_\_\_\_\_ is sponsoring this survey. What do you know about them?
  
9. Would you be interested in getting a few genuine ideas from them on how to meet your business challenges (tie to challenge above)?
  
10. I really appreciate all the time and information; you have a great insight on those issues. Where would you like me to send a copy of our survey results?