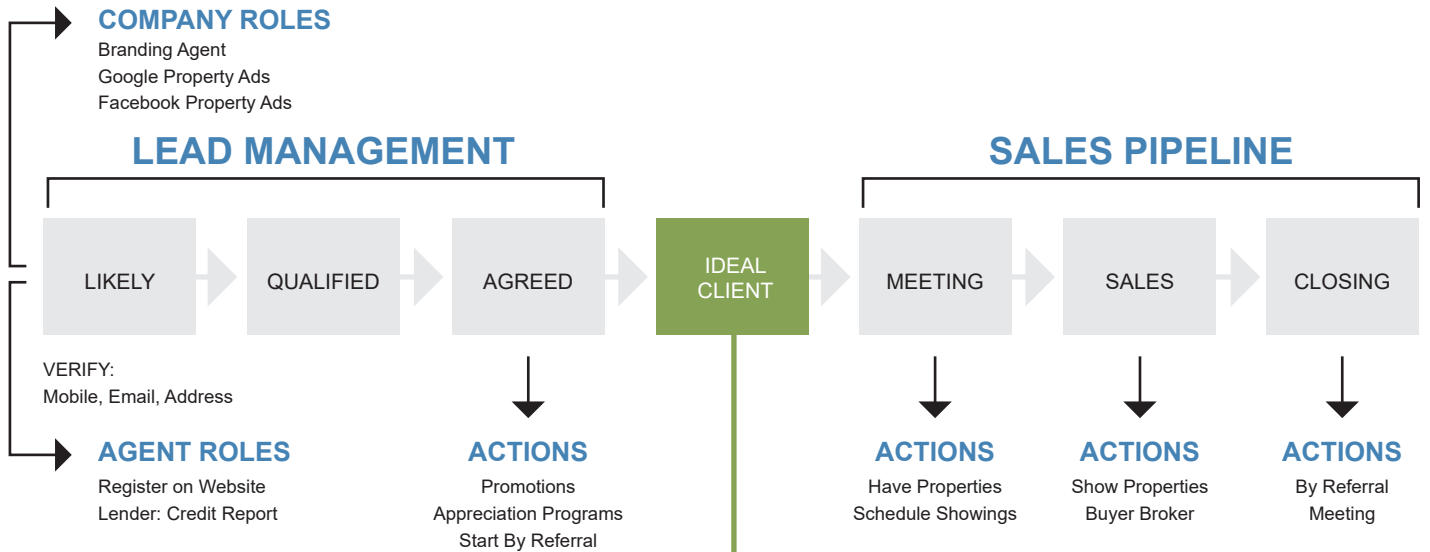




Ideal & Qualified Client



WHAT IS YOUR IDEAL CLIENT

Qualified Questions/Answers

EXAMPLE: NOT QUALIFIED

Low Income:
High Debts:
Low Mthly Pmt:

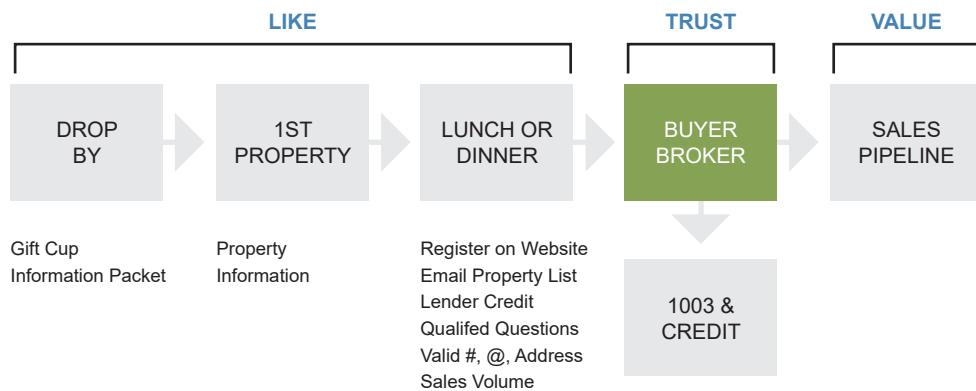
EXAMPLE: QUALIFIED

Income: \$.000
Debts: \$0.00
Monthly Payment: \$0.00
Purchase Price: \$0.00
Property Type: SFR
Credit Score: 720
3.5% Down: \$0.00

EXAMPLE: FUTURE

Improve Credit Score
Save for a Down Payment
Needs More Work History
Stuck In a Lease
In a Divorce
Had a BK

IDEAL CLIENT



% of Winning
Sales Volume
Estimated Close Date
Estimated Revenue