

## Question-Based Listing Presentation

### When to use this:

- During the guided tour of the property

### Questions to ask the vendor:

- Have you ever sold a property before?
- How did it go?
- What did you like about the process?
- What didn't you like about the process?
- When selecting an agent, what are the top 3 things you're looking for when you making that decision?
- Are you going to make a decision on an agent based on the things the agent **can't control** (e.g. the price) or the things the agent **can control** such as the marketing, strategy, negotiation ability?

**Remember:** Rookies make statements. Million dollar agents ask questions.

### Corresponding video on Real Estate Gym:

<https://realestategym.com.au/membership-dashboard/scripts-dialogues/question-based-listing-presentation/>