

# Look Ahead to the HomeFinding Process



The following questions will help identify how finding and buying a home can be an enjoyable experience for you..

1. What is your timeframe?  
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2. Who will be included in the HomeFinding and buying decisions?  
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3. Thinking of previous HomeFinding experiences, what were the *most positive features* of those experiences?  
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4. Were there any *unpleasant features* of your previous HomeFinding experiences that you hope to avoid this time?  
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5. What are your expectations of me as your real estate professional?  
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6. What specific services and support do you expect?  
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