

CERTIFIED NEW HOME SPECIALIST™ DEMONSTRATION ORGANIZER

STATUS

☐ Positive

☐ Negative

☐ Needs Follow-up

**NEEDS
&
MOTIVATIONS**

**TIMING
&
COMMITMENT**

**LOCATION
&
HOME SITE**

**DESIGN
&
QUALITY**

**BUILDER
&
SALES REPS**

**COSTS
&
FINANCING**

**TRUST
NEED
BENEFIT
URGENCY**

STATUS

☐☐☐☐☐☐☐☐☐☐

NOTES

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FEATURES

BENEFITS

QUESTIONS