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**Certified New Home Specialist™**

# **Prospect Follow-Up Summary**

|  |  |
| --- | --- |
| Name: | Phone: |
|  | Phone: |
|  | Email: |

**Needs**

### &

##### Motivations

**Timing**

### &

##### Commitment

**Location**

### &

### Home Site

**Design**

### &

**Quality**

**Builder**

**&**

### Sales Reps

**Costs**

**&**

**Financing**

**Trust**

### Need

**Benefit**

**Urgency**

### Status

|  |  |
| --- | --- |
| **+** | Positive |
| **–** | Negative |
| **?** | Needs Follow-up |

### Date

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**Status**

### Notes

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**Very Important!**

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