

CERTIFIED NEW HOME SPECIALIST™ PROSPECT PROFILE SUMMARY

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STATUS

- | | |
|-------------------------|--------------------|
| <div><div>+</div></div> | Positive |
| <div><div>-</div></div> | Negative |
| <div><div>?</div></div> | Needs
Follow-up |

NEEDS & MOTIVATIONS

TIMING & COMMITMENT

LOCATION & HOME SITE

**DESIGN
&
QUALITY**

**BUILDER
&
SALES REPS**

COSTS & FINANCING

**TRUST
NEED
BENEFIT
URGENCY**

Community:			Source:		
Names:			Home Phone:		
Address:				Rent / Own:	
His Occupation:			Work Phone:		
Her Occupation:			Work Phone:		
Email:					
Buyer Representative:			Phone:		
New Home Style:			Price Range:		
Features:					
Timing:					
1 st Visit	2 nd	3 rd	4 th	5 th	

STATUS

NOTES

[illegible]

CERTIFIED NEW HOME SALES SYSTEM™ PROSPECT PROFILE SUMMARY

Page _____

STATUS		NOTES
	<input type="checkbox"/>	
	<input type="checkbox"/>	
	<input type="checkbox"/>	
STATUS <input type="checkbox"/> Positive <input type="checkbox"/> Negative <input type="checkbox"/> Needs <input type="checkbox"/> Follow-up	<input type="checkbox"/>	
	<input type="checkbox"/>	
NEEDS & MOTIVATIONS	<input type="checkbox"/>	
	<input type="checkbox"/>	
TIMING & COMMITMENT	<input type="checkbox"/>	
	<input type="checkbox"/>	
LOCATION & HOME SITE	<input type="checkbox"/>	
	<input type="checkbox"/>	
DESIGN & QUALITY	<input type="checkbox"/>	
	<input type="checkbox"/>	
BUILDER & SALES REPS	<input type="checkbox"/>	
	<input type="checkbox"/>	
COSTS & FINANCING	<input type="checkbox"/>	
	<input type="checkbox"/>	
TRUST NEED BENEFIT URGENCY	<input type="checkbox"/>	
	<input type="checkbox"/>	