Closing Table Coaching

REAL ESTATE WHOLESALING RESOURCES

The Seller Lead Checklist

Use this sheet to organize a seller conversation and the research that follows.

1. Record the enquiry

Property address: _____ Lead source: _____

2. Understand the seller

Goals and preferred timeline: _____

3. Ask about the property

Known condition, repairs and access: _____

4. Identify open questions

Ownership, decision-makers and questions for local professionals: _____

5. Confirm your role

Explain your role accurately. Avoid promises of a guaranteed offer or closing.

6. Plan respectful follow-up

Preferred contact method and permission: _____ Next date: _____

7. Keep facts and assumptions separate

Record the source of each detail. Verify property information before relying on it.

8. Choose the next action

Research, request access, follow up or close the enquiry: _____

Educational resource. Not legal, tax or investment advice. No deal outcome is guaranteed.
Consult qualified local professionals about contracts, disclosures and licensing requirements.