



OPEN QUESTIONS TO ASK ALL YOUR CLIENTS

QUESTIONS TO ASK

These are soft questions that open up the conversation and lets your clients know you're working in the investment property space.

1. **Have you ever thought about investing into property?**
2. **What's been your experience so far?**
3. Would you like to explore how you could invest into property?
4. OPTIONAL QUESTIONS
 - a. Have you heard about property research houses?
 - b. Have you thought about rent-investing? Show them the benefits.
 - c. Have you thought about buying old and letting an expert renovate?
5. Would you like to speak with a property group that have been properly vetted by Slipstream?
6. Would you mind if I passed on your details to them so they can contact you?

GOALS

- Inform your clients that you're working with experts in the investment property space so that, if and when they are ready to invest you will be able to advise them or refer them to a trusted source.

BENEFITS

- Even if your clients aren't quite ready, they will know that when they are, they can come back to you to discuss further. You are sewing seeds.
- Once your clients understand what it is you do, they may have a friend or family member who are looking and they will know that they can refer to you immediately.
- You will convey your position as investment property expert without positioning yourself as a "sales" person, instead by having a conversational tone your clients will view you as an "advisor" they can trust.

slipstreamaustralia.com.au

po box 4715, sylvania waters, nsw, 2224