

## TELEPHONE PROSPECT CARD

Date / Time of Call: \_\_\_\_\_

Rental Apartment Discussed: \_\_\_\_\_

Prospect Name: \_\_\_\_\_

Current Address: \_\_\_\_\_

Phone: \_\_\_\_\_

Reason for Moving: \_\_\_\_\_

How Did Prospect Learn about the Rental: \_\_\_\_\_

What Date Needed: \_\_\_\_ / \_\_\_\_ / \_\_\_\_

How Many Bedrooms Needed: \_\_\_\_\_

How Large Needed: \_\_\_\_\_

How Many Occupants: \_\_\_\_\_

Work Location: \_\_\_\_\_

Job Type: \_\_\_\_\_

Any Pets:  No  Yes \_\_\_\_\_

When Can Prospect Drive by the Property: \_\_\_\_\_

Notes: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

### **Follow-Up:**

Rental Location Shown: \_\_\_\_\_ Date Shown: \_\_\_\_\_

Quoted Rent & Deposit: \_\_\_\_\_

Prospect Likes: \_\_\_\_\_

Prospect Objections: \_\_\_\_\_

Most Important Features and Amenities to Prospect: \_\_\_\_\_

Rental Application Completed  Yes  No