

## **50 THINGS TO THINK OF WHEN COUNSELING CLIENTS**

1. Is the property listed now?
2. How long? By whom? Any offers?
3. Why hasn't the property sold?
4. What offers have been rejected and why?
5. Do the rejected parties still have an interest in the property?
6. When and how was the property acquired?
7. Why did they acquire this property?
8. What were the terms of this purchase?
9. How was the current property value reached?
10. Do they understand that (for example) \$300,000 equity in mortgaged land is not the same as \$300,000 equity in a free and clear house?
11. How is the property title vested? Who are the real decision makers?
12. Where do the owners live?
13. Are all the owners in agreement? On good terms?
14. Are any owners contemplating divorce?
15. How soon will the client make an inspection?
16. Are the clients easy to meet with?
17. Who are the client's advisers?
18. How much time do they have to accomplish a transaction?
19. Why don't they want to own this property any longer?
20. What are they trying to accomplish?
21. Do they need cash?
22. What if they don't sell or exchange in the next six months?
23. What is the client's true problem?
24. How can the problem best be solved?
25. Are the clients capable of solving the problem?
26. Can and will they manage the problem?
27. Are they serious or just using me for advice?
28. Who are the lenders? Will they move the loan?
29. Are payments current? Taxes? How much behind?
30. What geographic areas will they consider?
31. What is the client a user for? A taker for?
32. How is the client controlled?
33. Is the client cooperative?
34. Is the client firm on valuation or will he consider overall benefits?
35. What can the client add to this property?
36. How much cash?
37. What are the benefits in owning this property?
38. Will client have tax problems in an exchange?
39. What is the fee going to be?
40. Will client create paper against the property or carryback on it?

## **50 THINGS TO THINK OF WHEN COUNSELING CLIENTS**

### **Continued**

41. Can cash be generated through the client or the property?
42. Is the client realistic?
43. Under what circumstances would others consider this valuation to be realistic?
44. What other assets does the client have?
45. Do I know the client's basis in this property?
46. How soon can I expect an answer on offers?
47. Does the client have back-up material?
48. Does the client have enough equity to work with?
49. Do I like the clients? Do I trust them?
50. Does the client have money for my fee????