

**HIGH PERFORMANCE LEASING SERIES:
TELEPHONE LISTENING**

DEALING WITH THE PRICE QUESTION

Here are some typical prospect questions and responses you, as the consultant might want to use to gather information on price range.

PROSPECT	CONSULTANT	PROSPECT	CONSULTANT
"How much is your one bedroom?"	"Would you please tell me your price range?"	"I'd like to stay around \$800."	"Great, we have something in your price range."
"I don't have a price range, just tell me how much is a one bedroom apartment?"	"We have a variety of one bedrooms which vary in price from \$750 to \$1100. Is this what your looking for?"	"Yes, that sounds about right."	"Great, we have something in your price range."
"I just want to know the price."	"I have one available at \$750 and one available at \$1000. Which would work best for you?"	"I guess the \$750."	"Great, can you tell me a little about what your wanting in your new home?"
"What are your specials?"	"What type of specials are you looking for?"		