

Lourdes' **TOOLKIT**

TOP QUESTIONS FOR ATTORNEY MEETINGS

1. How do customers find you?
2. What % of your business is probate?
3. How long have you been working with probate?
4. What is the biggest challenge in your opinion about the probate process?
5. Are you part of any network or organization that has helped you generate business?
6. How many real estate agents do you work with that provide you with a CMA within a couple of hours?
7. Do you have solid investor partners that will be willing to buy some of the properties that need to be liquidated and need a lot of work?
8. Is probate profitable for your business? Do you want more of these clients?
9. Do you have a title company relationship? Who?
10. When working with a realtor what is the number one thing you expect?