

# Resident Guest Card

<smile>Hello, College Corner Apartments! This is Justin, how can I help you today?<smile>  
*Telephone Section*

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

What size apartment are you looking for? \_\_\_\_\_

“Well <name>, you’ve been taught to ask how much is the rent, how much is the deposit, and what are your specials, but what you really want is safe, affordable, efficient housing. Is that true? That’s what we have here <name>. We have:”

<Your key selling points (this isn’t price by the way), that reference safe, affordable, efficient>

“I guarantee you <name>, you are going to like what you see at College Corner. Come out to our property and look at what we have to offer. You would want to test drive a car before you bought it wouldn’t you?”

How soon can you come see me today? Appt. time: \_\_\_\_\_

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*Appointment Time*

Address: \_\_\_\_\_ Email: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

How many people will your apartment be for? \_\_\_\_\_

How soon do you need an apartment today? \_\_\_\_\_

Why are you moving? \_\_\_\_\_

What 3 things are most important to you in your apartment home?

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

If you were shown an apartment you like, are you prepared to sign a lease today? \_\_\_\_\_

<Product demonstration> *Take Control, Take Control, Take Control*

Let’s go back to the office and fill out an application. \_\_\_\_\_

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