

## Qualifying Questions

*When does your existing lease expire?*

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*What is your budget?*

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*What else have you seen?*

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*Are you working with any brokers?*

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*Why do you have to move?*

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*Do you have any other options?*

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**Qualifying Questions continued...**

*Who are the decision-makers?*

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*What is your business history? (Be sure to mention the history of the franchise also!)*

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*What is your financial condition?*

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*What are your growth plans?*

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*What doesn't work about the space you now have?*

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*Notes:*

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