



Quotation
“PENCILS DOWN”
Name
MARDUK VASHIRA
Age
35
Gender
NOT SPECIFIED
Location
ARLINGTON, TEXAS
Occupation
EDUCATION
Job Title
SCHOOL TEACHER
Highest Level of Education
BACHELOR’S DEGREE
Annual Income
55,000 USD / YR

GOALS AND MOTIVATIONS
SARAH’S HUSBAND. GOAL TO FIND A REALTOR IN THE DALLAS - FORT WORTH AREA TO PURCHASE A HOUSE.
MARDUK IS ALSO A SCHOOL TEACHER WHO SPECIALIZES IN CONTEMPORARY LITERATURE, AND WOULD LIKE TO LIVE IN A NEIGHBORHOOD WITH A BOOK CLUB AND SEVERAL AUTHORS.

SALES OBJECTIONS
“IT’S TOO EXPENSIVE”
“WE DON’T HAVE THAT KIND OF MONEY”
“THE AREA ISN’T VERY CLOSE TO MY FAVORITE RESTAURANT”
“THIS NEIGHBORHOOD REQUIRES A LONGER COMMUTE THAN I WANT”
“THE GRASS IS GREENER IN ANOTHER NEIGHBORHOOD”

CHALLENGES AND OBSTACLES
HAS A HARD TIME MAKING UP HIS MIND

SOURCES OF INFORMATION
BOOKS
<i>HOME BUYING FOR DUMMIES</i> (2023)
BLOGS
HTTPS:// <i>HOMEBUYING.REALTOR</i> /CONTENT/HOMEBUYERS-BLOG
CONFERENCES
VIA <i>EVENTBRITE</i>
EXPERTS
MAGAZINES
WEBSITES