



## FUN FACTS

*Ninja's focus on developing long term relationships with their clients. The more we know about someone the better chance we have to add value, not just in a real estate transaction but anytime we have contact with them.*

*Fun Facts is designed to help you document, and then remember, important information. As we improve the quality and depth of our relationships, the potential for ongoing leads and referrals goes up dramatically. This is an ideal example of focusing on them, not on us. Remember, the more you focus on them the more they will love you.*

*As you engage with your people over time, you will fill in this document and ultimately have more meaningful interactions that enhance your relationships.*



# FUN FACTS

## FAMILY

Name(s)

Home address

Phone

Birthday(s)

Wedding Anniversary

Children, names/ages/birthdays

Schools children attend

Children's interests, hobbies, sports, activities

Grandchildren, names/ages

Extended family living with them

Pets



# FUN FACTS

## OCCUPATION

Current employer(s)

Address

Job Title

Business awards or recognition

High School, year graduated

College, year graduated

College Honors

Degrees

College fraternity/sorority

College extracurricular activities

Military service

Discharge rank

Other jobs/careers



# FUN FACTS

## RECREATION

Clubs

Service Organizations

Volunteer activities

Hobbies/recreational interests

Church

Favorite restaurants

Favorite morning beverage

Where they like to vacation

Favorite sports teams

Type of car they drive

Conversational interests

What they like to read



## FUN FACTS

### DREAMS

Are they currently living in their dream home?

If they could live anywhere, where would that be?

Ideal job or career choice

Potential for owning investment property

Desire to own a second home (mountains, lake, beach, etc.)

Is retirement a priority?

Long term goals or aspirations