**Ford Sandwich**

Use the following questions when talking to somebody you know, a family member, friend, co-worker, family/friend of spouse, etc. You will also use some of these questions with complete strangers.

Remain **present** in the conversation, don’t let you mind drift. These **open ended questions** help spark conversation, avoid “yes and no” type questions. Once they answer, ask **probing questions** like “tell me more about that” or “what caused that”. Listen for **signs of change**, this could be an indication they’ll want to buy or sell. Listen to their **language** and use some of the same words when you’re talking.

**Family:**

How’s your family?

What is he/she doing for work now?

How did you meet your spouse?

How long have you been together?

How old are your children now?

What grade are your kids in?

What school do they go to?

What sports are the kids playing?

Where are you originally from?

**Occupation:**

Where are you working these days?

What line of work are you in?

How do you like your job?

How did you end up doing that?

How is it going at that company?

How long have you been there?

What do you like most about your job?

**Recreation:**

What are you up to this weekend?

What do you have going on this summer?

What do you do for fun?

Do you have any trips planned?

How was your trip to France?

Do you still go hiking/camping?

What are your plans for Labor Day?

**Dreams/Motivation:**

Any plans for the summer?

It's your son’s graduation this year, what are his plans?

What’s on your bucket list?

\*\*What are your real estate related plans in the year?