

1. Dates 4-16-97

2. What's on your mind?

HOW TO BUY A HOUSE

3. Goal, Mission or Wish
TO BUY THE BEST HOME FOR THE BEST PRICE

4. Who or what can help you?
HOME BUYER'S CLUB - JEFF BRUMITT 619-646-7019 REALTORS, MLS, NEWSPAPER, FRIENDS

5. Enter the key words your main thought centers around.
6. What Action steps need to take place? Enter them on this side of the page below. Use the Action Trigger List for more actions.

7. What Questions need to be answered? Enter them on this side of the page below. Use the Question Trigger List for more.

ACTION TRIGGER LIST		SOLUTION ACTIONS	
BUY	MEET	NEGOTIATE	SELL
CALL	RESEARCH	APPLY	FINANCE
CONTRACT	LEARN	RESEARCH	APPLY
DELEGATE	MEET	RESEARCH	APPLY
FINISH	MEET	RESEARCH	APPLY

QUESTION TRIGGER LIST		WHICH ONE?	
WHO	WHAT	WHEN	WHERE
WHY	HOW	WHY	HOW
WHAT	WHY	WHY	HOW
WHAT	WHY	WHY	HOW
WHAT	WHY	WHY	HOW

DETERMINE HOW MUCH I CAN PRE-QUALIFY FOR - LENDER PREPARATION
IDENTIFY PROPERTY TYPE - CONDO, NEW CONSTRUCTION
FIND REALTOR EXPERIENCED IN AREA I WANT

HOW MUCH CAN I AFFORD
WHO ARE THE BEST REALTORS IN AREA - INTERVIEW - CHOOSE ONE

CHOOSE AREA OF INTEREST IN MY PRICE RANGE
MEET CURRENT RESIDENTS AND FIND OUT WHAT IT IS LIKE TO LIVE IN THAT AREA
LOCATION

WHERE DO I WANT TO LIVE
WHICH AREA HAS THE FEATURES I WANT IN MY PRICE RANGE
WHAT IS PROXIMITY TO WORK

IDENTIFY SIZE, NUMBER OF BEDROOMS, BATHS, FAMILY ROOM, FIREPLACE, POOL, VIEW, GARAGE, PRIVACY, ETC.
FEATURES (OTHER)

HOW MANY SQ. FT. DO I NEED
DO I NEED A YARD
HOW MUCH WILL FEATURES AFFECT OVERALL PRICE

UTILIZE CHOSEN AGENT FOR MY AREA
SCAN LISTINGS, ADS, SIGNS
VISIT ALL HOMES OF INTEREST
ASK AROUND
HOW TO FIND IT

WHO CAN HELP ME FIND IT AND GET ME IN TO SEE THE INSIDE

MAKE WRITTEN OFFER WITH MY AGENT'S HELP RE: PRICE AND TERMS
NEGOTIATE BEST DEAL WITH SELLER UTILIZING MY AGENT'S EXPERTISE
NEGOTIATE

WHAT ARE COMPARABLES FOR AREA, & SELLER'S MOTIVATION
WAS HOME PREVIOUSLY LISTED
HOW LONG HAS HOME ON MARKET

VERIFY ALL CONTINGENCIES ON CONTRACT
APPLY FOR BEST INTEREST RATE LOAN
OPEN ESCROW & ARRANGE FUNDS FOR CLOSE DATE
CLOSE IT

WHAT LENDER HAS LOWEST RATE
WHEN CAN I MOVE IN
HAVE I THOROUGHLY REVIEWED ALL DEAL POINTS & DISCLOSURES

MY DREAM HOUSE

8. Picture in your mind images of your goal. Draw, sketch or mind map below. Or use this area for writing.



9. The thin box above can be used as a time line or goal thermometer. Start blackening in the thin box above from left to right.
10. Write down any ACTIONS or QUESTIONS that come into mind from the images above. 11. Set priorities in boxes on the left.

VISUALIZE MYSELF ALREADY LIVING IN MY HOME
HOW SOON DO I WANT TO BE IN MY DREAMHOUSE
WHERE ARE THE BEST PLACES TO MAKE LOVE IN THE HOUSE
BUDGET FOR VIDEO AND SOUND SYSTEM
WHAT ABOUT PRIVACY? POOL?
FIND, NEGOTIATE, AND CLOSE THE DEAL

12. Execute the actions straight to your goal! RightBrain MindMap