

TAPS FORMULA

Site Visit Qualifying Questions — Confirm a Serious Buyer Before You Block the Slot

Time • Address • People • Schedule. Poochho ye 4, phir hi site visit confirm karo. Vague jawab time-passer hai. Clear, specific jawab serious buyer hai.

T

TIME

How to ask: pin down the exact slot, not a vague day

- 1 Sir, aap exactly kis din aur kitne baje free rahoge?
- 2 Weekday better rahega ya weekend?
- 3 Kitna time nikal paayenge — 30 minute ya poora ghanta?
- 4 Toh confirm kar deta hoon — Sunday, 4 baje, sahi hai?
- 5 Agar us time kuch clash ho jaye, toh alternate slot kaunsa rahega?

SERIOUS-BUYER SIGNAL: Client turant exact din + time deta hai, calendar/reminder set karta hai.

A

ADDRESS

How to ask: casually confirm where they currently live

- 1 Sir, aap abhi kahan reh rahe ho — konsa area hai?
- 2 Rented mein ho ya khud ka ghar hai?
- 3 Wahan se hamare project tak aana convenient rahega?
- 4 Kitne saalon se us area mein ho?
- 5 Office bhi usi area mein hai ya alag side?

SERIOUS-BUYER SIGNAL: Client comfortably apna current address/area bata deta hai, hesitate nahi karta.

P

PEOPLE

How to ask: find out who's actually coming — and who decides

- 1 Aap akele aa rahe ho ya family ke saath?
- 2 Ghar ka final decision kaun leta hai — aap ya parents/spouse?
- 3 Wife/parents ko bhi property dikhani hogi na — woh us din available honge?
- 4 Bachon ko bhi saath laoge ya visit alag rakhoge?
- 5 Agar decision-maker us din na aa paaye, unke liye video call arrange kar dein?

SERIOUS-BUYER SIGNAL: Decision-maker khud aa raha hai ya at least video call ke liye ready hai.

S

SCHEDULE

How to ask: check if they're serious about buying, or only browsing

- 1 Sir, us din aap sirf humara project dekhne aa rahe ho ya aur bhi projects cover kar rahe ho?
- 2 Ab tak kitne projects visit kar chuke ho?
- 3 Aur konsi properties/areas explore kar rahe ho?
- 4 Aapka purchase timeline kya hai — 1 mahine mein ya 6 mahine mein?
- 5 Koi project already shortlist kiya hai ya abhi exploring stage mein ho?

SERIOUS-BUYER SIGNAL: Clear timeline aur comparison list deta hai — sirf 'dekh rahe hain' nahi kehta.