

## Qualifying questions for villa rentals

Villa and apartment rentals are becoming increasingly popular. Clients interested in independent travel may be perfect candidates for the unique experience only a private villa can offer. If you have a family or large group who are looking for a central location from which they can explore, a villa can be an easy – and profitable – solution. Clients best suited to a villa are those that would require more than one hotel room, who want to stay at least a week and who are looking for an authentic experience.

Here are some questions that will help you to match clients interested in the villa experience with the property that will be right for them. Also remember that a Doorways specialist is always available to guide you through the process.

### QUESTIONS

- What do you want to do most on this vacation?
- Have you ever rented a villa before?
- Keeping in mind that most villas rent Saturday to Saturday, what dates do you want?
- What number of stars would you want?
- How many people are in your group?
- What number of bedrooms do you prefer?
- What is the minimum number of bathrooms?
- Do you have any children in your group? If so, how many and what age are they?
- Do you have anyone in your group with allergies or with a health or mobility issue?
- Are you planning to rent a car?
- Do you want to be in a city, town or countryside? Near an ocean or lake?

- Keeping in mind that if you are on a hilltop with beautiful views, you may not be able to walk to a village. Which is more important to you: panoramic views or strolling to the café?
- How important is a well-equipped kitchen? Do you envision yourself cooking frequently?
- Do you require a cook?
- Do you require maid service? If so, how often?
- What additional features are "musts" for you?
- What additional features are desired but not absolutely required?
- Our villas range in price from \$1,000 to upwards of \$75,000 per week. What range would fit comfortably within your budget?

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