

Suggested Questions for your Informational Interview with an Agency

Hello, I am interested in learning more about a career as a real estate agent. Could you please answer a few questions?

1. What does it take to be successful as a real estate licensee? Are there certain personality types that are better than others?
2. How much money could I make as a licensee? What is the income range of licensees in this agency?
3. My goal is to make \$_____. Can I do that here?
4. How many transactions do I have to do to reach my goals?
5. What expenses should I plan for? Any franchise fees or dues to any association? What about errors and omissions insurance?
6. How do I get paid? If I sold a home for \$300,000, how much would I make?
7. What is the hardest part of being successful as a real estate agent?
8. Does your agency provide training for new agents?
9. What kinds of things would I have to learn?
10. Does your company offer a mentor?
11. How much will it cost me to get my license and get set up? What equipment do I need?
12. How long will it be before I get a commission?
13. Where will my buyers and sellers come from? How do I get buyers and sellers?
14. Can I do this part-time and on weekends?
15. What support does the agency provide to its sales associates?
16. Do I need my own computer?
17. What technology skills and programs would I need to learn to be successful?
18. Does any of your agents need an assistant? Could I start as an assistant?
19. How many transactions does your agency do in a year?

20. What else should I know before making a decision to get my real estate license?]May I interview other agents at the company?
21. Can I review a copy of your independent contractor agreement? Does it include a non-compete clause?
22. What does your agency offer that would give me a competitive edge? Do you have any special tools that will help me get started?

You will think of other questions during the interview. Bring paper and pen and make notes to review later. If you have a resume, it is most helpful for the interviewer to have a copy.

Questions you may be asked in the interview:

1. Tell me about yourself. What are your goals in life?
2. Where have you worked?
3. What was your favorite job?
4. What was your least favorite job?
5. Do you like working with people?
6. Do you have any experience in sales?
7. What interests you about a career in real estate?
8. Are you prepared to work for a couple of months without a commission check?
9. Do you know a large number of people in this market area?
10. How will you develop your sphere of influence?