

Interview Questions

Suggested Questions for Your Informational Interview

1. How many agents are with the agency?
2. Approximately what do they do for yearly sales on average?
3. What does your agency do for total volume of sales?
4. What is the commission split between agent and broker?
5. Are there floor fees or other fees I need to pay the office?
6. My income goals are \$_____. Can I make that much here?
7. How many transactions would I have to do?
8. What support does the agency offer to new associates?
9. Does the company provide training?
10. Is there a training manual?
11. Can you please explain to me how I would get started for the first 3 months in the office?
12. Do you provide new people with a mentor?
13. Could I be someone's assistant?
14. What marketing tools does the agency have to promote listings?
15. What is a typical marketing plan for a seller's property?
16. Who pays for signs or advertising?
17. What am I expected to pay for?
18. And how much should I budget for that?
19. Does your agency offer tools that would give me a competitive edge?
20. Do you have "floor time"?
21. How much business could I expect to get from taking duty?
22. Is your firm a franchise?
23. What are the advantages of a franchise firm?
24. Is your firm a REALTOR member? How much does that cost an agent?
25. May I review a copy of your independent contractor agreement?
26. May I review a copy of your Policy manual?
27. How are walk-in or internet customers shared among office associates?
28. Can you please show me your commission schedule?
29. Do you have affiliated business arrangements with lenders or title companies?
30. How is the market now?
31. Is this a good time for me to get started?
32. What do you think is important for an agent to be successful?