

# QUESTIONS

## To Ask the Broker When Selecting Your First Company

Don't be in a hurry to join a real estate company! Take your time and make sure you ask a lot of questions. Ask for details! A good Broker will show you production reports, training calendars, marketing examples, and more. You need to understand what's being offered to **ensure you have all the information** you need to **make a really smart decision** on where to begin your real estate career.

Some questions you'll want answered include:

- Can I have a copy of your agent roster? Can I call your agents?
- How would your agents describe the office? How would they describe the company?
- What is the culture of this office? What is the culture of the larger organization?
- Do you provide the 25 post-license education? What is the cost?
- What is the training focus with new agents?
- Is there additional cost for training sessions or Continuing Education?
- Who conducts the training sessions?
- What consumer leads does the Broker provide new agents? Is there a cost for these leads?
- What tools are available to me to manage my business? What tools are available to me to manage my sales contracts? Is there a cost for these tools?
- What fees are charged to new agents (desk, email, supplies, etc.)? Are there any on-going monthly fees?
- What is my commission plan? Will my commission plan change from year-to-year or vary depending on the source of the business?
- What expenses are charged to me in each commission (franchise fee, listing service, insurance, etc.)?
- Does the company charge additional commissions to clients? If the client does not pay, am I responsible for paying this commission to the company?
- Is a commission due to the Broker if I list or sell my own properties?
- Do you provide one-on-one coaching / broker mentoring for new agents?
- What is the average annual income of your *new* agents? What is the average annual income of your *experienced* agents?
- What percentage of your new agents are still in the business after 24 months?
- How many agents are there in the office? What is the average per-agent production in the office?
- What is the average sales price in the office? What is the average days-on-market for the office's listings?
- What is the percentage of Sellers closed to Buyers closed?
- Does the Broker actively list and sell property?
- What marketing materials are made available to new agents? Is there a cost for using these materials?
- How does the Broker advertise listings locally and internationally? Are there additional agent costs to market my listings?
- Is there office administrative staff available to help me with my business? What services do they provide?
- How does the Broker communicate with agents? Are there any regular meetings?
- Do you have an in-house mortgage lender and/or closing attorney?
- Does the Broker offer Property Management services?
- Is the Broker part of an international Relocation service?
- Are your agents REALTORS®? Why or why not?
- What are your expectations of me in the real estate business?