

# QUESTIONS FOR REALTORS TO ASK WHEN INTERVIEWING BROKERS

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## General Questions

1. How Many Agents Work Here?

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2. How Many Agents at This Brokerage Work Part Time & Full Time?

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3. What's the Average Number of Years of Experience of Your Agents?

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4. How Long Have Your Agents Stayed at This Brokerage?

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5. Is There a Company Policy Manual?

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6. Are There Mandatory Meetings?

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7. What Is Your Involvement in the Community?

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8. Does Your Brokerage Have Social Gatherings?

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9. What Is the Company Culture Like?

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10. What Are the Brokerage's Short- and Long-term Goals?

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## Agent Support Questions

11. What Kind of Training Is Provided?

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12. Are There Mentorship Opportunities?

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13. Who Do I Speak With if I Have Client or Transaction-related Questions?

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14. What Does Your Firm Offer New Real Estate Agents?

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15. Is There Administrative Support?

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16. What Kind of Software or Technology Is Provided?

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## Financial Questions

17. What Is the Commission Split?

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18. Are Commissions Negotiable?

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19. What Are the One-time and Ongoing Fees?

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- Desk fees: \_\_\_\_\_
- Annual National Association of Realtors (NAR) membership: \_\_\_\_\_
- Trainings: \_\_\_\_\_
- MLS fees: \_\_\_\_\_
- Technology: \_\_\_\_\_
- Printing fees for mailers, business cards, etc.: \_\_\_\_\_
- Errors and omissions insurance (E&O): \_\_\_\_\_

20. What Is the Average Income of Your Agents?

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## Lead Generation & Marketing Questions

21. What Is Your Target Market & Niche?

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22. Where Do You Focus Your Marketing Efforts? (Online, direct mail, etc.)

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23. How Many Listings Does Each Agent Currently Have?

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24. How Are Leads Distributed and Qualified?

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