

Questions for Realtors to Ask When Interviewing Brokers

General Questions:

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

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

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

4. Is There a Company Policy Manual?

5. Are There Mandatory Meetings?

6. What Is Your Involvement in the Community?

7. Does Your Brokerage Have Social Gatherings?

8. What Is the Company Culture Like?

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

Agent Support Questions:

10. What Kind of Training Is Provided?

11. Are There Mentorship Opportunities?

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

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

14. Is There Administrative Support?

15. What Kind of Software or Technology Is Provided?

Financial Questions:

16. What Is the Commission Split?

17. Are Commissions Negotiable?

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

- 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): _____

19. What Is the Average Income of Your Agents?

Lead Generation & Marketing Questions:

20. What Is Your Target Market & Niche?

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

22. How Many Listings Does Each Agent Currently Have?

23. How Are Leads Distributed and Qualified?