

Agent Qualifier

How long have you been in real estate?

Are you full-time?

How many houses did you sell last year and how many did you list?

How many listings do you currently have?

What profession were you in before this one?

Do you have a copy of the Realtor Code of Ethics?

How much money do you spend each year on education and sales training?

Will you stay in communication with me? If so, what system do you use?

Will you advertise my home in the paper every weekend?

How do you conduct brokers' open houses?

Do you use a notebook computer? What are your Web site and e-mail addresses?

Do you use the Internet to generate business?

If I get an offer and need you to cut your commission, would you?

Do you have a list of past clients that I can call?

Do you follow up on all showings and give me feedback?

Do you send a copy of all the advertising to me?

When you make a flier on my home, what do you do with it?

How much time do you spend knocking on doors?

Do you have a résumé with you?

What automation do you (not your office) have and use?

What is your average list to sales price ratio vs. the average for the market?

What is your average marketing time vs. the MLS average marketing time?

Do you do any radio and/or TV advertising?

Do you have a personal assistant? What is his or her job description?"