



Questions to Ask When Interviewing With Brokerage Companies

Starting in real estate is like starting your own business. You will need a team of professionals to assist you with all that is required. If you are pursuing a license, picking the right brokerage company to work with will be extremely important and you'll want to make an informed decision. Below are a list of great questions to ask when interviewing with brokerage companies.

- 1 What support will I receive as a new agent?
- 2 What prospecting tools are available to me?
- 3 What is your company's market share?
- 4 Do you provide professional development education?
- 5 Does the sales manager-broker also sell or are they dedicated to supporting the agents?
- 6 Does the company provide graphics and technology support to its agents?
- 7 What fees can I expect for which I am responsible?
- 8 What is the commission split, how does it increase, and does it reset each year?
- 9 What training do they provide?
- 10 Do they provide your initial business cards?
- 11 Do they provide signs to put up at the properties and/or name riders?
- 12 What marketing/advertising is included?
- 13 What about Errors and Omissions insurance?
- 14 What else do you get from them for the percentage share of the money they keep from the transactions?
- 15 On average, how long have the salespersons been there?
- 16 What support staff do they have and how long have they worked there? (*Longevity is an important factor.*)