

Interview Prospective Brokers

Questions:

1. As a new agent, what costs will I have to conduct my business in your office?
 - Monthly Desk Fee(s):
 - a. In the "bull pen" = _____
 - b. In a private Office = _____
 - Office Internet Access / connection = _____
 - Voice Mail = _____
 - Technology Fee = _____
 - Cost for copies:
 - a. Black and White = _____
 - b. Color = _____
 - Long Distance Phone cost = _____
2. What other monthly or annual costs would there be? _____
3. How many computers are provided for my use? Is there an office network that I can connect to? If so, what benefits do I receive by connecting to it? Any cost? _____
4. If "Floor Time" available? How is it divided up among the agents? In an average month, how many hours would I be able to be on "Floor"? _____
5. What meetings are held on a regular basis, and when are they held?
 - a. Sales meeting: _____
 - b. Office Tour: _____
6. What training courses are offered at your office and when are they offered? _____
7. Do you have a "Training Calendar" of upcoming classes that I could have? _____
8. What programs are in place to help NEW AGENTS succeed? _____
 - a. What would you have me do within the first 30 days to be successful? Outline your strategy for me. _____
9. Is there a "mentoring" program in place for me to "shadow" agents to learn how they are successful? _____
10. Do you have a written company "office policy" that I can have a copy of? _____
11. What is your company policy in regards to commissions? (What should I charge when I take a listing?) _____
12. What is your starting commission split? _____
 - a. Does it change, if so when? (does it ever end, or do I always stay on that split?) _____
 - b. Is there a franchise fee, if so how much? (does it ever end, or do I always pay it too?) _____
13. Is there a minimum production level I must maintain to work here, if so, what is it? _____
 - a. Are there any other requirements, like specific amounts of advertising? A certain amount of hours suggested to work, etc... _____
14. How are incoming referrals handled, who gets them? _____
15. What benefits are there for me to work here? _____
16. Why should I work for your company and not another one in town? _____
17. What other things would you suggest I ask, while I interview other brokers, to help me make an informed decision as to where I should work? _____

CLARK REAL ESTATE 1111 YELLOWSTONE PO BOX G POCATELLO, ID 83205	CRE	(208) 233-2424	(208) 232-1137
GATE CITY GMAC R E 804 E. CENTER POCATELLO, ID 83201	GC	(208) 233-6821	(208) 233-1010
KELLER WILLIAMS REALTY 920 DEON DRIVE Pocatello, Id 83201	KW	(208) 232-9010	(208) 232-9036
NETWORK REAL ESTATE GROUP 1700 SATTERFIELD DR P.O. BOX 2772 POCATELLO, ID 83206	NET	(208) 237-2000	(208) 478-2252
PREMIER PROPERTIES 460 E. OAK, SUITE A POCATELLO, ID 83201 (208)232-5025	PRE	(208) 232-5025	
PROFESSIONAL ESCROW SERV. 920 DEON DRIVE, SUITE B PO BOX 2466 POCATELLO, ID 83206	PES	(208) 234-0550	(208) 234-0551
SATTERFIELD REALTY 1133 CALL CREEK PLACE SUITE A POCATELLO, ID 83201	SR	(208) 232-1468	(208) 234-4670
THE BROKERAGE, INC. PO BOX 369 158 S. MAIN POCATELLO, ID 83204	BI	(208) 234-4663	(208) 234-4675