



dial Real Estate

Realtor Introduction Questionnaire

1. Tell me a little bit about yourself and your family? _____
2. When did you receive your Real Estate license and how long have you been selling Real Estate full-time? _____
3. Would you be more interested in;
taking on more leads
more appointments
more business processes or
adding people to your team
How would you prioritize those 4 items? _____
4. What are the strengths you rely on that help make you successful? _____
5. What would help you sell more homes? _____
6. What is your biggest frustration – what is holding you back? _____
7. How important is Coaching and Training to you? _____
8. How long have you been with your current Brokerage? _____
9. Have you ever been approached about changing brokerages? _____
Did you ever consider it as a serious possibility? _____
Why didn't you ultimately make that move? _____
10. What do you like about your current brokerage? _____
11. What don't you like about your current brokerage? _____
12. If you ever elected to change brokerages... What are one or two of the most important things you would like to have happen as a result of that change? _____
13. Do you see yourself opening your own Brokerage at some point? _____
14. What are your income goals for this year as opposed to last year? _____
15. What action steps are required for you to accelerate your business results in the next 90 days? _____
16. How much money have you earned from Real Estate Sales in the last 12 months? _____
17. Looking into the future...3 years from now
What do you want your Net Financial Worth to be? _____
How much passive income is flowing into your bank accounts from investments annually? _____
How much money are you earning yearly from Real Estate Sales? _____
18. If you look at what drives you to help in the accomplishment of the financial goals you have set out for yourself and your family, how would you prioritize the following 3 features that we offer at eXp? _____
Equity-Ownership of Shares in the Corporation
Investment-Discounted Access to the Stock Portfolio
Revenue-Monthly Referral Fees flowing in to your Bank Account