

THE SIMMS TEAM

Agent Interview Questionnaire

- Q: Name of Agent: _____
- Q: Name of Company: _____
- Q: Are you a member of the Association of Realtors? _____
- Q: Are you a member of the Multiple Listing System? _____
- Q: Is this your full time occupation? _____
- Q: How long have you been in the business full time? _____
- Q: Do you have a broker's license? _____
- Q: What professional designations awarded by the National Association of Realtors do you have (ABR, CIPS, CRB, CRS, GRI, CPM, CRE, LTG, RRC) _____

- Q: What awards/recognitions have you received? _____

- Q: What training have you completed for dealing with relocating buyers? _____

- Q: Have you been certified by any of the national relocation firms? _____
- Q: What % of your business comes from representing buyers? _____
- Q: How easy is it to reach you? _____
- Q: Do you have a real estate team? _____
- Q: How many members and what are their responsibilities? _____

- Q: How much time do you have for me? _____

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Q: Are you available for full days? _____

In the evenings? _____

On the weekends? _____

Q: Will you be working with me yourself, or will I be working with an assistant or a Buyer's Agent? _____

Q: What price range do you specialize in? _____

Q: What type of homes do you specialize in?

Q: What geographic areas do you specialize in?

Q: What technologies do you use?

Q: Do you have one or more personal assistants? _____

Q: Works exclusively for you? _____

Q: How long has he/she been with you? _____

Q: What are his/her qualifications?

Q: What was your sales volume last year? _____

Q: How many transactions? _____

Q: How many of them representing buyers? _____

Q: What agency relationships do you offer? _____

Q: Will you work as a Buyer's Agent? _____

Q: Do you require an exclusive representation agreement? _____

Q: Why should I choose you to work with?
