

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 educational courses/seminars have you taken in the last year to stay current?

- Q:** What professional real estate organizations do you belong to? _____

- Q:** How easy is it to reach you? _____
- Q:** Do you have a real estate team? _____
- 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 price range do you specialize in? _____

THE SIMMS TEAM

Q: What type of homes do you specialize in? _____

Q: What geographic areas do you specialize in? _____

Q: What technologies do you use? _____

Q: What was your sales volume last year? _____

Q: How many transactions? _____

Q: How many listings do you have? _____

Q: How many listings do you have in this neighborhood? _____

Q: How many buyers have you brought to homes in this neighborhood? _____

Q: How do you follow up on showings? _____

Q: How do you communicate that to us? _____

Q: Do you hold open houses?

Q: How many of your listings sold last year? _____

Q: How many of them did you sell yourself (represented the buyer)? _____

Q: Where do you advertise? _____

Q: How does my home fit into your overall marketing and advertising plan? _____

Q: What is your specific marketing plan for my home? _____

Q: Why should I choose you to market my home? _____
