

REALTOR INTERVIEW SHEET 9-20-19

Name: _____ Company: _____ Date: _____

Cell # _____ email _____

BEFORE YOU START THIS FORM TAKING 5 MINUTES AND BUILD REPORE WITH THEM, ASK A LOT OF QUESTIONS, What are you hobbies, interests, what motivates you. Let them do 90% of all the talking, and truly listen. Find something you have in common.

ASK "Do you mind if I take notes" _____ Phone Interview _____ In Person Interview

1. Preferred method to contact you, text, call or email? _____
2. How long have you been in the profession? _____ This Company? _____
3. What attracted you to the business? _____

4. What are the reasons for your success? _____

5. Do you mind me asking how many closings you usually have per year? _____
6. What is your average sales price? _____
7. How often do your clients use the lender you refer them to? _____

8. Which lender/lenders do you refer your clients to right now? _____

9. What is it that you like about those lenders? _____

10. If you could improve anything with each of your lenders, what would that be? _____

11. What kind of problems have you had with appraisals in the last year? _____

12. How much communication do you like from your lender? _____

13. What can I do to earn a chance to prequalify your next buyer? _____

14. How many buyers have you referred to lenders in the past year that did not qualify? _____
15. Would you be willing to give me their contact information to see if maybe I can help them? We can close approx. 50% of buyers who were declined elsewhere. _____
16. Can I add you to my email list? ☐ Yes ☐ No

Notes:
