

INTERVIEW QUESTIONS NEW AGENTS SHOULD ASK BROKERS

WHAT ARE ALL YOUR FEES?

FOR EXAMPLE, IF I RECEIVE A \$5,000 COMMISSION, HOW MUCH WILL I NET?

AT WHAT COMMISSION SPLIT WILL I BEGIN?

IS THERE A GRADUATED COMMISSION SPLIT THAT PAYS ME A HIGHER PERCENTAGE AS MY PRODUCTION INCREASES? BONUS PLANS? CAN YOU PROVIDE ME WITH A COPY OF YOUR COMMISSION SCHEDULE?

HOW WILL I BE MENTORED WHEN I FIRST JOIN YOUR FIRM? ARE THERE MENTORSHIP PROGRAMS?

WHAT KIND OF LEAD GENERATION DO YOU PROVIDE? DO I HAVE TO PAY FOR LEADS? HOW MUCH WILL I HAVE TO PAY?

IF I NEEDED TO SPEAK WITH THE BROKER OR MANAGER
FOR SUPPORT, WOULD I BE ABLE TO?

WHAT ADMINISTRATIVE SUPPORT DO YOU PROVIDE?

DO YOU PROVIDE ANY BENEFITS FOR AGENTS?

HOW WILL YOU PROMOTE ME WHEN I FIRST BEGIN?

ARE MARKETING MATERIALS AVAILABLE TO ME?

CAN YOU PROVIDE ME WITH A COPY OF YOUR
INDEPENDENT CONTRACTOR FORM? DO YOU HAVE A
POLICY MANUAL?

EVERYONE IS LOOKING FOR NEW AGENTS WITH FRESH
CONTACTS. WHAT MAKES YOUR OFFICE UNIQUE?

WHAT ARE YOUR OFFICE GOALS?

