



# PHIPPS BRITAIN

R E A L E S T A T E

## ***Getting To Know Your Realtor***

*If you're interviewing other Realtors, ask them these important questions:*

If the Realtor you are interviewing falls short, can't substantiate, or hedges in any way, you're interviewing the wrong Realtor!

Make sure the Realtor can back up any and all statements. Take a "show me" attitude! Don't be shy; this could be one of the most important decisions of your life!

- 1. Do you work as a full-time Realtor?*
- 2. How long have you been selling real estate?*
- 3. How many homes do you sell in a year?*
- 4. Do you have a list of references that we may call?*
- 5. Where do you rank in your local board? For how many years?*
- 6. What lead generation system(s) do you have to develop off-market opportunities for your clients?*
- 7. What is the market trend now?*
- 8. How strong is your name recognition in the market area?*
- 9. Do you have an action plan to assist your buyers?*
- 10. What are the first 3 things you will do to help us find the right property?*
- 11. How will you let me know what you are doing to help us find the right home?*
- 12. Do you have trusted contacts we can utilize? ie lawyer, contractors, inspectors, mortgage brokers?*

*Not intended to solicit properties currently listed for sale or individuals currently under contract with other brokers.*