

Here are some questions you might want to ask as you interview with firms.

1. How long has the firm or office been in business?
2. How long has the broker or manager been in the real estate business?
3. Does the office belong to a board of REALTORS®? Which one?
4. What was last year's gross sales volume?
5. What are the office hours?
6. Is the office open on weekends or holidays?
7. How many agents are currently affiliated with the firm?
8. How long have the current associates been with the firm?
9. Are there any current agents I can speak to about their experience with the firm?
10. What advanced REALTOR® designations are there in the office?
11. Is there a formal training program?
 - How long is it?
 - What does it cover?
 - Is there a charge?
 - What is the success rate?
 - Is there a company-sponsored follow-up program or ongoing training?
12. How many new brokers make a sale in the first three months?
13. What is the new agent retention and success rate for the last year?
14. Does the firm encourage or pay for advanced training?
15. What is the desk or office arrangement?

16. Are there regularly scheduled office meetings?

17. What is the commission structure?

- Is it graduated based on production?
- Are there franchise fees?
- Transaction fees?
- Processing fees?
- Any other fees?
- Is there a desk or office rental fee?

18. What does the firm pay for?

- Business cards?
- Yard signs?
- Copies?
- Postage?
- Telephones?
- Voicemail?

19. What equipment does the firm have available for associates to use?

- Computers/laptops?
- Color printer?
- Scanner?
- Copier?

20. Is the office wired for a network or does it offer Wi-Fi?

- Is there high-speed internet access?
- Does the office have an internet presence?
- Does the office have a website?
- What other office equipment is available for agent use?

21. Does the firm specialize in a particular area?

22. Does the firm specialize in a specific type of property?

- Will I be restricted from prospecting any particular area?

23. What is the firm's marketing program?

24. Is there an in-office transaction coordinator?

25. Does the firm have a relocation department?
– What percentage of the firm's business is relocation?
26. Is there an in-office loan officer?
27. Does the firm offer health insurance?
28. Does the firm offer a retirement plan?
29. Does the firm have a mentor program?
30. How much are the estimated costs to get started?
31. How do I get started finding leads?
32. How does the firm help their broker-associates keep up with industry changes while continuing to maintain a profitable business?

Add any others that are a concern for you.