

"The Top 5 Most Crucial Questions Every Agent Should Have Answered Before Joining a Real Estate Brokerage"

DO NOT join an agency until you have answered these key questions:

What are the start-up costs?

No matter what company you decide to join, there will be certain fees that are unavoidable (i.e.: national and local realtor association fees, etc.). What you should be concerned with is whether **the real estate company itself** is profiting from you simply joining them. You should *never* have to pay an "application fee" or a "start-up" fee just to join a real estate company. Also, be wary of excessive monthly and annual fees.

Do I have a mentor?

It is a huge benefit to have a good mentor. You should consider this a "must have" on your checklist when interviewing with agencies. Further more, you should be concerned with **who** the mentor is and what their experience level is, how much time they have to truly devote to you, and whether or not they charge for their services.

What "stuff" do I get?

More important than free business cards or free signs are materials and resources that help you develop your business. Think of the big picture. You should want technology and equipment that will enable you to expand your business and market yourself. Also, be careful of companies that offer "free leads." Ask yourself, if the leads are of any quality, why would they be given away?

Are there various sources of income?

There are some, although few, companies that offer ways for agents to make passive incomes without any out-of-pocket expense.

What are the *details* regarding commission?

Often more important than the split percentage is the commission *cap*. A cap is the maximum amount of commission that a realtor can contribute to a company on an annual basis. Some companies have good splits but awfully high caps. Think big-if you plan on selling more than just a few homes per year, your cap should be a concern.

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