

Office Space

- Is this your only office in the city?
- Is this the office I will be headquartered at?
- Is there a cost to rent a personal office?
- Do you have a competing Broker?
- Do I have access 24/7?
- Is the coffee unlimited?
- Are there any required times I am in the office? Weekly Meetings?
- Are there places to meet my clients if I do not rent a space? Water and coffee for my clients?
- Is there a dress code?
- What is the company culture like?
- Is there a contract to sign or am I free to leave if I'm not the right fit?

Marketing

- How are leads distributed?
- How many agents work in your brokerage, New vs experienced agents?
- What is the office market share?
- Am I allowed to BRAND myself? Are there any restrictions on marketing? (Can I have my own social media and websites? Billboards?)
- Do you have any special services that you feel make your office stand out against other brokerages?

Costs

- Is there a split of the commission? Can it change over time?
- Do you have a commission CAP? (maximum paid into the office in a year)
- Is there a transaction fee?
- What is included in my fees?
- What fees are above and beyond the city fees? (Franchise fee, Training, MLS, Printing fees, ETC?)
- What are the fees I will pay to be a Realtor in town? (MLS, Association, CE)
- What MLS are you a member of?
- Do I have to pay for all of my own marketing? Signs? Business Cards?

Training

- Are you required to join a TEAM?
- Is there training onsite? Virtual?
- Who provides the training?
- How often are classes held in person?
- Is there mentorship available? For how long and at what cost?
- Can you help me get my license?
- Do you reimburse agents for their Real Estate Class? Offer free classes?
- Is someone available outside of business hours?
- Would I be allowed to host an open house for other agents?



Technology

- Do you provide a CRM?
- Who owns my database? – Export and big data
- What all equipment am I required to provide (Laptop, Computer at office, Signs)

First Year

- What are the expectations of a new agent?
- How many deals does an average agent in the office perform in the first year?

Profit Share or Bonus

- Do you have any recruiting bonus programs?
- Do you offer a profit share? How does it work?
- What can I do to help grow our office?

Finally, Overall, What makes your brokerage different from the REST? Remember they are here to help you learn, grow and run a successful business. Make sure you are seeing value in the amount of money that you are paying for your brokerage.