

# A career in real estate

with



If you are considering a career in real estate, we would like to give you all the facts before you make a decision. A change in career is an important decision and we feel it should be treated as such.

To determine if our agency would suit you we would appreciate knowing a few important points about you and your expectations of a career in real estate.

Answering these questions or commenting on each point should be done at your discretion.

If you wish to include extra information please do so.

Thank you!

**Name:** \_\_\_\_\_

**Address:** \_\_\_\_\_

**Phone:** \_\_\_\_\_ **Mobile:** \_\_\_\_\_

**Email:** \_\_\_\_\_

1. How did you hear about our agency?

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2. Have you had any Real Estate Sales Experience? If so, please give details.

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3. Have you had any dealings with Real Estate Agents?

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4. Why does a real estate career attract you?

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5. What are you expecting from a career in real estate?

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6. Who lives in the same household as you?

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7. Do they support you in your desire to enter real estate?

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8. How do you feel about working weekends?

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9. With whom are you currently working?

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10. How long have you been there?

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11. What is the longest time you have ever been with one company?

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12. What is your present annual income?

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13. Do you have an amount of income you would like to earn annually?

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14. What is the greatest career achievement of your life?

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15. Do you have any educational qualifications?

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16. Do you have any criminal convictions recorded against you?

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17. What sort of person are you. How would you describe yourself?

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18. What is the greatest personal achievement of your life?

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19. Are you a person that enjoys being part of a team or do you prefer to work independently?

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20. At what times of the day would you be most effective? (are you a morning or day person?)

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21. Do you own or are you buying your own home?

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22. What books have you read in the last year?

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23. What hobbies do you have?

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24. Do you speak any other languages besides English?

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25. Have you traveled extensively?

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26. What type of car do you have?

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27. Are you a happy person?

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28. What makes you happy?

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29. How do you think the real estate industry could be improved?

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30. Are there any other matters you wish to put forward that you think will be helpful with your application? (Please attach copies of references, etc.)

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31. You will need your own car and a current driver license. Please attach a photocopy of your current drivers license.