

Are You Looking to Join a Brokerage?

HERE ARE SOME QUESTIONS YOU MIGHT WANT TO ASK!

Name of brokerage:

Date of Interview:

Name of the Person I Spoke With:

Questions about the brokerage & company culture:

Who are the brokerage owners/leaders?

What is the company's Vision/Mission?

What mortgage associations do they support and value and why?

What processes do you use to submit deals (Ex. Filogix, Velocity, Boss, Direct Email to Lender?)

Questions about education & training:

Do you hold team meetings? If so, what do they cover and how frequent are they?

Specifically, what does your training entail? What topics are covered, how long is the training, who leads the training?

Questions about commissions & brokerage fees:

What are the brokerage/agent splits? How does this work- what is the structure and breakdown? ***Being an independent contractor, such as an agent, you do not earn a salary. Therefore, you should enquire about commission splits)**

Marketing Materials: Is this provided by the brokerage or will I need to create my own (or both)?

Am I required to sell ancillary products like mortgage insurance?

What are the fees expected of me in the first year?