

ESSENTIAL QUESTIONS TO ASK YOUR NEXT BROKER

Before You Affiliate

OFFICE CULTURE

- How long has the principal broker been operating as a broker and in business?
- What are the mission and values of this brokerage?
- Describe the office culture (dress code, meeting participation, etc.)
- How many real estate licensees do you have in this office?
- Are there any other local offices? If so, what is the total number of licensees for all offices?
- What are your expectations?
- In which state(s) is the principal broker licensed?
- What areas of real estate do you practice (e.g. residential, commercial, property management, etc.), and are all licensees permitted to do the same?
- Would I be an independent contractor or an employee?
- Do you offer positions for both full-time and part-time licensees?
- Does your brokerage have real estate teams?
- How many offices do you have? Would I have access to all of them?
- Would I have access to a meeting room/office space on a regular basis?

EDUCATION & SUPPORT

- What kind of education do you offer?
- When do you offer educational programs and assistance? (daytime, evening, weekends)
- Are programs offered in person, hybrid or remote?
- What kind of administrative and other office support will you provide to individuals and/or teams?
- Do you offer any type of mentorship program? If so, would you provide me with more details about the commitment involved?
- Will you give me a copy of your office policies, independent contractor agreement, and termination policy to review before I affiliate?
- Other _____

COMPENSATION & BENEFITS

- What kind of compensation structure do you offer?
- Do you offer health insurance or other benefits?
- What kind of incentives and bonuses do you offer?
- What kind of referral/lead generation program do you provide?
- What tools and technology does your company offer to support me in business?
- Do you provide a customer relationship management system (CRM) for my client contacts?
- What kind of marketing support (signs, advertising, social media, just listed/just sold campaigns, client events, etc.) will you provide?
- What costs would I be responsible for paying? (MLS fees, desk fees, administrative support, errors and omissions insurance, copies, advertising, signs, transaction, training, mentorship, sunshine fund, etc.)
- What kind of liability insurance do you offer? (wire transfer, fraud, etc.)

