



TUCKER SCHOOL OF REAL ESTATE
Interview Guide



Basic tips for a successful interview in real estate

You never get a second chance to make a first impression

Do

- Dress professionally
- Be on time
- Be yourself and relax
- Prepare a list of questions. Start with the ones on the right.

Don't

- Arrive late or too early
- Discuss personal problems unrelated to real estate
- Tell long stories or ramble
- Cancel appointment without appropriate notice

Prepare

a resume or fill out an application with your basic information

Objective should include your desire to affiliate with a highly respected real estate company so that you can best serve the public and have the opportunity to unlimited income potential.

Emphasize your self-motivation, creative planning and positive attitude.

Highlight experience in sales, working with people and marketing both tangible and intangible products or concepts.

Don't forget to mention your "spheres of influence" - community involvement, church, children's activities, social clubs, fraternal organizations, neighborhood associations, past employers, family, spouse, or anyone who would think of real estate when they think of you.

Questions to Ask

- What training is available to me?

- What are the typical earnings of a first year associate?

- Will I have access to marketing assistance?

- What are my expenses and on-going costs?

- What type of lead generation does the company provide?

- How am I compensated?

- What does the company provide at no additional cost?

- How is working with this company advantageous to me?

- What suggestions do you have to help me get started?

- Is continuing education provided?

- What internal support is offered?





Becoming a Real Estate Associate

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PRE-LICENSE EXPENSES:

State Exam Registration.....	\$ 53.00
License Processing Fee (after exam).....	\$ 60.00

MIBOR EXPENSES:

(Pro-rated depending on the month you join)

MIBOR Membership (yearly).....	\$719.00
MIBOR Application (one time).....	\$400.00
MLS & Technology Fees (yearly).....	\$456.00
(semi-annual \$245.50 paid in April and October)	
Lockbox App Fee.....	\$ 10.70

POSSIBLE EXTRA EXPENSES:

- 30-hour Post-licensing Course
- Taxes
- Email
- Entertainment
- Automobile
- Health & Hospital Insurance
- Error & Omissions Insurance
- Personal Promotion
- Postage
- Office Supplies
- Lock Boxes
- Technology Fees

(The above items will vary depending on the company you join)