



**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?

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

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- Will I have access to marketing assistance?

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- What are my expenses and on-going costs?

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- What type of lead generation does the company provide?

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- How am I compensated?

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- What does the company provide at no additional cost?

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- How is working with this company advantageous to me?

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

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- Is continuing education provided?

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- What internal support is offered?

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# 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).....	\$729.00
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)