

RE/MAX – New to Industry Application

NOTE CAREFULLY: Please save this survey on your device before filling in the information. Once saved and then completed go to the Upload Completed Survey icon and upload.

That's it, all done. We will be in touch with you shortly for your FREE, No Obligation consultation. Thank you.
Cassidy Bast, Director of Career Development

Thank you for your interest in our RE/MAX office!
As a first step, we ask that you please complete this "Initial Self-Assessment Inventory".
This inventory will provide us with a better idea of your skills and background.

Please be very specific in your answers & provide actual examples when you can.

1. What is your name?

2. What is your home address?

3. Best email address to contact you at?

4. Best phone number to reach you at?

5. Please select where you are in the licensing process

- Considering the course but not yet enrolled
- Working through the course
- Passed the licensing exam
- Registered for the Applied Practice Course; If yes, when are your two days in class? _____

**6. Why do you think the real estate industry is a good fit for you and how ready are you to start your career?
Please mark all of the choices below that would best describe your present situation.**

- I like the entrepreneurial aspect of the business. I like that I am my own boss and know I only get paid when I help a client buy or sell a property.
- I am used to working long hours and helping people make decisions.
- I have a sales background and want to move to a higher level of commission income.
- I am used to scheduling my own time and being very productive.
- I have been very effective in attracting new clients in the past for an employer; I would like to do that for myself now.
- I have a management and/or professional background and am experienced in higher levels of responsibility and decision making.
- I have owned my own company.

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- I have enough money saved to go 6-12 months without an income if needed.
- I will set up a \$15,000 business line of credit and bank account through which to fund and run my business so I do not use my personal savings to cover my 1st year in the business.
- I am not totally sure if I am properly prepared for the industry and would like more information.
(This would involve a personal assessment questionnaire being completed and a discussion to advise on an appropriate readiness program for entering the industry)
- Other _____

7. What post-secondary education have you taken?

8. List your last three employers, positions, and dates.

9. What languages do you speak?

10. Discuss a specific accomplishment that you've achieved in a previous position that you feel is an indicator that you will thrive in the real estate business.

11. What was your highest level of personal income?

- Less than \$50,000 \$50,000 to \$75,000
- \$75,000 to \$100,000 More than \$100,000

12. Where do you see yourself in five years' time? What are your income goals?

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13. If we were sitting here a year from now celebrating what a great year it has been for you, what would you have accomplished between now and then? How do you evaluate success?

14. What questions do you have for us?

15. What real estate do you currently own?

- My own home/condo An investment property A piece of land
 A recreational property Other (please specify)

16. What plans do you have in mind to generate leads and future sales? To help you get focused on your answer perhaps tell us what sales activities you plan to work on to get your 1st 10 sales.

1. _____
2. _____
3. _____
4. _____

17. In your 1st 6 months what % of your time do you believe will be spent doing the following?

- _____ % Sales skills training
_____ % Lead generation activities
_____ % Attending Agents Opens to learn about listing inventory
_____ % Doing home evaluations and listing services presentations
_____ % Doing buyer interviews and showing properties

18. Have you prepared a written Business Plan for your first year in business?

- Yes No

19. Roughly how many people have you already told that you are getting licensed?
