**AGENT QUALIFIER**

1. Are you a *Power Agent*?®
2. Do you have a copy of the REALTOR® Code of Ethics?
3. How much money do you spend each year on education and sales training?
4. Will you stay in communication with me? If so, what system do you use?
5. Do you have a list of past clients that I can call?
6. Do you follow-up on all showings and give me feedback?
7. How long have you been in real estate? Are you full-time?
8. How many houses did you sell and how many did you list last year?
9. How many listings do you currently have?
10. What profession were you in before this one?
11. Will you advertise my home in the paper every weekend?
12. How do you conduct Broker’s Open Houses?
13. Do you use a notebook computer? What is your web site and e-mail address?
14. Do you use the Internet to generate business?
15. If we have an offer and we need you to cut your commission, would you?
16. Do you send a copy of all the advertising to me?
17. When you make a flyer in my home, what do you do with it?
18. How much time do you spend knocking on doors?
19. Do you have a resume on you?
20. What automation do you have and use (not your office)?
21. What is your average list to sales price ratio vs. the average for the market?
22. What is your average marketing time vs. the MLS average marketing time?
23. Do you do any radio and/or T.V. advertising?
24. Do you have a personal assistant? What is their job description?

