

Important Issues for your Interview

QUESTION	DAUPHIN REALTY	“Company B”
Do you have offices in both Mobile & Baldwin?	YES	
Do you belong to both Mobile & Baldwin MLS systems?	YES	
Are the company computers networked? Can agents access the network anywhere?	YES	
Do you have a separate referral company to generate leads for active agents?	YES	
Does the company have a Worldwide Referral and Relocation System?	YES	
Does the company have a Relocation Director with an RCC designation?	YES	
Does the company offer virtual tours on every property?	YES	
Does the company offer a Home Warranty?	YES	
Does the company belong to Mobile & Baldwin Home Builders & MLS	YES	
Does the company advertise in the Newcomers Guides?	YES	
Does the company belong to the national Employee Relocation Council?	YES	
Does the company caravan new listings weekly?	YES	
Do the brokers and managers compete with the agents?	NO	
Is management on call 24/7 to assist agents?	YES	
Does the company offer in house training for new & experienced agents?	YES	
Do the agents have listing and buyer presentation manuals?	YES	
Are the managers & brokers involved in the community to generate leads?	YES	
Does the company have a marketing department?	YES	
Does the company have a full-time closing agent?	YES	
Does the company have the #1 market share for homes over \$200,000?	YES	
Does the company consistently advertise on the internet?	YES	
Does the company send out just listed cards?	YES	
Does the company maintain a data base of all clients for mailings?	YES	
Does the company participate in realtor open houses?	YES	
Do you have an in-house mortgage company to assist agents & clients?	YES	
Do you send monthly progress reports to sellers?	YES	
Do you tour homes? Do you offer virtual tours? Do you offer IDX listings?	YES	
Does the company email new listings to top agents?	YES	
Do you recognize agent's monthly and yearly & annual awards banquet?	YES	
Does management have a CRB, LTG, GRI, CRS, ABRM, ABR designation?	YES	
Do you offer Pre-License, Post-License & Continuing Education in house?	YES	

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