

Midtown/Corporate Office
 2569 Dauphin Street
 Mobile, Alabama 36606
 (251) 479-1314 Phone
 (251) 471-3676 Fax

West Mobile Office
 6207 Cottage Hill Road
 Mobile, Alabama 36609
 (251) 666-2303 Phone
 (251) 666-8585 Fax



dauphinrealty@dauphinrealty.com
 www.dauphinrealty.com

Fairhope Office
 559 North Section Street
 Fairhope, Alabama 36532
 (251) 928-2109 Phone
 (251) 928-2150 Fax

Point Clear Office
 19452 Scenic Hwy 98
 Fairhope, AL 36532
 (251) 928-2149 Phone
 (251) 928-2910 Fax

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 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 | |
| Is management involved with the Local & State Association of Realtors? | 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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