

2 Choosing A Real Estate Consultant

Questions to ASK	Ford Team	Other Agent Interview Answers	Other Agent Interview Answers
1. Are you full-time?	YES		
2. Do you have a resume?	YES		
3. Can you supply at least 6 references?	YES		
4. How many years have you been in the real estate profession?	20+		
5. How many real estate transactions have you been part of?	1,000+		
6. Do you have a marketing plan with you?	YES		
7. Do you have a financial calculator?	YES		
8. Can you calculate the following for me: Purchase price \$160,000 80% LTV, 5.5% Interest, 30 YR amortization, Monthly P & I payment Monthly P & I payment?	\$726.77		
9. Do you personally mass mail?	YES		
10. Do you personally target mail?	YES		
11. Do you have a buyer video?	YES		
12. Do you have a seller video?	YES		
13. What unique marketing tools do you utilize?	2 Websites Direct Mail Email Campaigns Social Media		