

How To Successfully Answer Brokerage Interview Questions

A REAL ESTATE EBOOK FROM





Introduction

If you're just starting out in your real estate career, finding the **right brokerage** can seriously influence your success and level of satisfaction. In fact, certain states even *require* new agents to sign with a brokerage before receiving their real estate license. If you're looking to join a brokerage and take advantage of their one-on-one guidance, simplified lead generation, and increased earning potential, you'll first need to **nail your interview**.

Before studying up on potential questions, review the following key points:

All of your answers should be **honest** and **genuine**. You don't want to mislead a potential employer and end up in a situation that doesn't work well for either of you.

Practice makes perfect. Nobody becomes a stellar interviewee overnight.

You're interviewing the brokerage in the same way that they're interviewing you. The right position should feel like a fit for **both parties**.

Bearing this information in mind, let's dive into the **TOP 10 INTERVIEW QUESTIONS** you'll want to prepare for.





1.

Are you getting along in your job as well as you'd like to be?

While you don't want to disparage your current position, you should be **upfront** and **honest** about the aspects you don't enjoy and why you're looking for a change. Doing so will help the interviewer best understand your situation and determine how you might fit into their real estate team. If you don't like the customer service aspect of your current job but they're looking for someone to help support high-profile and, occasionally, high-maintenance clients, it might not be the ideal role for you.

2.

In your opinion, when is a person successful?

Do you champion money, a feeling of fulfillment, or something else entirely when it comes to measuring success? Sharing a little bit about your **personal** approach to **accomplishments** can help illustrate how you might fit into the brokerage's culture. Money is always a major marker in the transactional world of real estate, but don't sell yourself short if you have more to add.

“Far and away the best prize that life offers is the chance to work hard at work worth doing.”

Theodore Roosevelt





3.

What professional or personal goals have you set for yourself?

Be sure you know where you're going and what you hope to accomplish in your career. Sharing S.M.A.R.T. goals, or those that are **Specific, Measurable, Attainable, Relevant,** and **Time-Bound**, can help demonstrate increased thoughtfulness and intention in your answer.

4.

What leadership roles have you had in the past or currently hold, either within your community or at work?

Many brokerages are after **go-getters** who don't shy away from **leadership roles** — so you'll want to have a few examples to discuss. Also, consider formatting your answer to illustrate a unique connection to your **community** or aptitude at work to reinforce your potential as a successful recruit.





5.

What personal and career accomplishments are you most proud of?

This one should be easy! Be **candid** and **confident** in explaining the things that you do well along with **accomplishments** that have instilled a sense of **pride** in you. This brokerage is likely full of winners, so you'll want to illustrate that you're one and the same.

“One important key to success is self-confidence. An important key to self-confidence is preparation.”

Arthur Ashe

6.

Do you have any experience as an entrepreneur?

Real estate is unlike any other career path as those with an employee mindset rarely succeed. Whether you've successfully worked as an entrepreneur or not, craft your answer to convey an understanding that thriving in the real estate industry requires an **investment of time**, an **abundance of adaptability**, and **consistent growth**.





7.

What is it about a sales position that's attractive to you?

At the end of the day, the brokerage is looking for a skilled salesperson. Honestly explain **why** you're drawn to the field, and **avoid critiques** like, "I'm not salesy, slick, or a used car salesperson!"

8.

What major strength do you possess that would help you to succeed in selling properties?

Whatever your biggest strength may be, approach this question with confidence. In real estate, **confidence** is often read as **competence**. So, if you're not confident in delivering information and sales techniques, your clients may doubt the recommendations they're receiving.

So many people out there have no idea what they want to do for a living, but they think that by going on job interviews they'll magically figure it out. If you're not sure, that message comes out loud and clear in the interview.

Todd Bermont





9.

Tell me about a time when you had to convince people to do something that you felt needed doing.

Great real estate agents successfully **influence** buyers and sellers. Your answer should detail just how **convincing** you can be and provide concrete **examples** of how you've utilized this skill in the past.

10.

How much difficulty would you experience learning to work alone?

Real estate can be a **lonely business**. Many brokerages choose to create different systems to support their agents, but in the end, each individual drives their success or failure in the industry. Be upfront in your comfortability with **individual work** and how much you may or may not struggle in adjusting.





Landing the Right Brokerage

By studying up on these questions and thoughtfully **preparing** for each interview, you'll be best suited to receive an offer from the brokerage that's **right for you**. Come into each interview with **confidence, be honest** and **genuine** in your answers, and evaluate the fit from your side of the table as well. Remember: The right position will be exciting, comfortable, and mutually beneficial. Good luck!

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