

# Brokerage Interview Questions

- Do you follow common-law or designated agency brokerage?
- Are office meetings held in person, online or hybrid?
- Does the brokerage offer support to new associates in making marketing and advertising decisions to ensure compliance?
- What percentage of brokerage associates have been in the business for over and under five years?
- Does the brokerage operate in all designations, including property management?
- Does the brokerage provide a space for associates to meet with clients? Are there any availability restrictions?
- Does the brokerage have workspaces or workstations available for associate use? Are there any restrictions?
- Who is available to help new associates navigate their first few contracts? How can this support be accessed?
- What sales training or coaching is available to new associates? What are the associated costs?
- What compensation plans are available in the brokerage? Do you recommend a specific plan for new associates?
- How would you describe the brokerage culture in one word?
- Does the brokerage offer any mentorship options for new associates?
- How long has the brokerage been in operation? How many associates are registered with the brokerage?
- Does the brokerage have a lead distribution system for associates? If so, is it free, paid, or are both options available?
- What types of insurance does the brokerage require and/or recommend for its associates?
- Does the brokerage have policies about trading outside the local geographic area?
- What are the brokerage's policies on personal trades by associates?

