

Here are some sample interview questions that can be asked during the interview. Please add others as you see fit.

AGENT INTERVIEW QUESTIONS

1. What sets you apart from other agents?
2. What makes your business unique?
3. What is the history/background of your business? What led you to real estate as a career?
4. Why are you passionate about being a agent?
5. Are there any notable awards, certifications or affiliations that directly represent your business?
6. What direct benefits or value do you offer to clients?
7. Are there any tips or secrets that you could offer someone looking to buy a home?
8. If you could give one piece of advice to every client, what would it be?
9. Is there a specific service that your customers particularly like?
10. How can someone contact you if they are interested in purchasing a home?
11. _____
12. _____
13. _____

CLIENT INTERVIEW QUESTIONS

1. Please tell us how you met the agent.
2. What's the service the agent provided you?
3. How was your experience working with the agent?
4. What are the strengths of the agent?
5. Would you recommend the agent to others and why?
6. _____
7. _____
8. _____