

## **Choosing a Broker**

As a real estate agent, you work independently much of the time, but also need a supportive environment when issues arise and/or when you want to take your business to the next level.

Picking the right brokerage is important, especially for new agents who have no prior experience in real estate. The best way to determine a good fit when choosing a brokerage is to ask your prospective broker the right questions.

In addition to discussing what you can offer the broker, you will want to find out what the broker can offer you. Here is a list of questions to help make your decision:

- What are your fees and what does that give me
- What other expenses should I expect
- What is the commission split and is there a cap
- Do you accept part-time agents as well as full-time
- Who will I get support from and when are they available
- Is there a training program
- Will you provide me with a mentor
- What kind of lead generation tools are available to me
- How are successful agents recognized and rewarded
- What benefits do you offer to your agents
- What are my requirements and obligations as an agent
- What makes your brokerage unique
- What are my growth opportunities
- Are there mandatory meetings and/or phone duty
- What is the company culture/vibe