

A CAREER IN REAL ESTATE

with

BRUCE HARRY

Real Estate

To determine if our agency would suit you we would appreciate knowing a few important points about you and your expectations of a career in real estate.

Answering these questions or commenting on each point should be done at your discretion. If you wish to include extra information please do so.

Thank you.

NAME: _____

ADDRESS: _____

_____ POSTCODE: _____

TELEPHONE: (H) _____

(M) _____

Office Notes:

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1. How did you hear about this employment opportunity? _____

2. Have you had any real estate sales experience? If so, please give details. _____

3. Have you had any dealings with real estate agents? _____

4. Why does a real estate career attract you? _____

5. What are you expecting from a career in real estate? _____

6. Does your partner support your desire to enter real estate? _____

7. Real estate requires you to work weekends and public holidays. Does this unduly affect you? ____

8. With whom are you currently working? _____

9. How long have you been there? _____

10. What is the longest time you have ever been with one company? _____

11. What is your present income? _____

12. Do you have an amount of income you would like to earn annually? _____

13. What is your greatest CAREER achievement of your life? _____

14. Do you have any educational qualifications? _____

15. Do you have any criminal convictions recorded against you that would inhibit you gaining a real estate licence if it was needed down the track? _____

16. In a few words, describe yourself? _____

17. What is the greatest PERSONAL achievement of your life? _____

18. Are you a person that enjoys being part of a team or do you prefer to work independently?

19. At what times of the day would you be the most effective? (i.e. Are you a morning, afternoon or night person?) _____

20. What is your experience in the purchase of a real estate? _____

21. What books have you read in the pas? _____

22. What hobbies do you have? _____

23. What languages do you speak? _____

24. Have you travelled extensively? (If so, which countries?) _____

25. What type of car do you have? _____

26. What do you enjoy about your life? _____

27. How do you think the real estate industry could be improved? _____

28. Are there any matters you wish to put forward that you think will be helpful with your application? _____

29. You will need your own car and a current drivers licence. Please attach a photocopy of your current drivers licence. _____

Your age, sex, marital situation, or ethnic backgrounds are not matters that we take into account when determining your suitability for this position.