

Knock-out Factors: Questions to Ask on the Phone

Recruiters:

Do you interview everyone who calls you?
Do you interview everyone who is referred to you?
Do you interview everyone you prospect?

I hope you don't! You'll be wasting time.

Instead, develop a short set of phone questions prior to making your appointment.

Here is my list:

1. Do you intend to work as an agent as your primary income-producing job?
2. Do you intend to take initial training courses?
3. What are you doing now?
4. Why do you want to sell real estate?

Your additional questions:

Knock-out factors for me:

- If they couldn't speak English well enough on the phone for me to understand them
- If they had very poor communication skills
- If they only wanted to 'hang a license'
- If all they were interested in was the commission splits

Your knockout factors:

Excerpted from the complete interview process for real estate recruiters, my eBook, [Your Blueprint for Selecting Winners](#). Includes pre-interview questionnaire for your staff to screen, best questions to ask, post-interview checklists, the 8-step interview process, all interview/recruiting packages.

An ebook from www.carlacross.com.

