

Fig. 9.6 *The Five Critical Questions to Ask – for Sure*

1. What are your minimum production expectations for agents in their first 3 months? 6 months? 1 year?
2. How are you going to help me launch my career?
3. What kind of results does your start-up plan and initial training gain for your new agents? How many transactions are they doing, on average, by month 3?
4. Coaching and Accountability: Do you use a start-up plan? Who will be coaching me to the start-up plan? How will I be held accountable?
5. What other specific support will assure I will be successful fast?