

22 *Powerful* Questions to ask a Realtor before You sign anything

- 1 How many years have you been in the business?
- 2 Are you a full-time agent listing and or selling Real Estate?
- 3 Do you have a Marketing Plan? How does it work?
- 4 What professional training –on the local, state, and national level – do you attend?
- 5 Do you have any references with you?
- 6 How many homes have you marketed? This year? Last year? How many sold? This year? Last year?
- 7 How many contracts have you negotiated in your career?
- 8 Do you notify top selling agents about property before it appears in the Multiple Listing Service (MLS)?
- 9 What systems do you have in place that keep you in constant contact with clients during the Listing /Buying and Transaction processes?
- 10 What type of Guarantee do you offer?
- 11 Am I locked into this listing with you?

Do you have?

- 12 Many satisfied clients?
- 13 A full-time Licensed Assistant to support you? May I meet your Assistant(s) before I list with you?
- 14 A private 800 number to accept advertising inquiries from throughout the state?
- 15 A Buyer Registration System with customers waiting to purchase?
- 16 A referral network that generates buyers?

- 17 A free 24-hour Real Estate information hot line?
- 18 Full-page, color ads in Homes and Land Magazine?
- 19 Flyer boxes on your "For Sale" signs for 24-hour availability to buyers?
- 20 A "Home Guide" advertising available properties?
- 21 Computers, a Fax machine, pagers, voice mail, and a cell phone?
- 22 Any form of Liability Insurance for me as a seller?

We hope this information is useful to your needs. If you need a referral to a reputable Real Estate Agent or a loan pre-approval, please contact Brian Duskocil at Preferred Mortgage Consultants directly at 330-468-3900.

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