

The Number 1 Mistake Agents Make When Interviewing with Team Leaders and Brokers



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#1 Mindset

- This interview isn't about you. It's about them. Make it about them.
- Peacock Approach - You need to stand out. Put yourself in the shoes of the Team Leader or Broker Owner
 - They see people like you all day long
 - Don't talk about yourself
 - Talk about how you think you can benefit the company

Create A Strong First First Impression

- Send your resume ahead of time and copy the secretary
 - Social Media Links
 - 2 minute or less (or less!) video

The Secrets of a First Impression

- Greet your first contact with energy and enthusiasm
- Look the part
- Pay attention to your body language and make eye contact
- Be 10 minutes early

Do Your Homework - this shows you care

- Demonstrate that you've done some research on the company you're looking to join
 - Maybe you know someone who works there
 - Pay a compliment
 - Recognize community services

Ask Questions - this will calm the nerves

- Have a list of specific questions and write them down
- Don't ask what the splits are...not yet
- What's the company culture like?
- What are your expectations for me as an agent in your company?
- What training does your company provide?

Follow Up - very few will

- Send a Thank You Handwritten card
 - No one else will
- Go Above & Beyond
 - Small donation to company charity
 - Reciprocity