



## Candidate Information Sheet

Full Name: \_\_\_\_\_

Cell Phone: \_\_\_\_\_

Email Address: \_\_\_\_\_

Real estate agency name: \_\_\_\_\_

Do you work full or part time? \_\_\_\_\_

Are you a solo agent, part of a team, or a broker? \_\_\_\_\_

Do you primarily operate from your real estate office or a home office? \_\_\_\_\_

Why? \_\_\_\_\_

\_\_\_\_\_

How long have you been practicing real estate? \_\_\_\_\_

Have you practiced real estate in another state/country if so where and for how long? \_\_\_\_\_

\_\_\_\_\_

With which real estate companies have you been affiliated with? \_\_\_\_\_

\_\_\_\_\_

What is your personal real estate business website address? \_\_\_\_\_

What CRM are you using? \_\_\_\_\_

Do you have a computerized database (Sphere of Influence) of clientele? \_\_\_\_\_

\_\_\_\_\_

How many people are in your Sphere of Influence? \_\_\_\_\_

How do you currently market or advertise your business and where does the majority of your business come from? \_\_\_\_\_

\_\_\_\_\_

What is your current advertising budget? \_\_\_\_\_



## Production Information sheet

**For this section estimate if you do not have exact numbers, but get them as close as possible**

Last year (January 1 –December 31) how many homes/properties did you sell? \_\_\_\_\_

Last year (January 1 –December 31) what was your total sales volume? \_\_\_\_\_

Last year (January 1 –December 31) what was your average sales price? \_\_\_\_\_

Last year (January 1 –December 31) what was your GCI (Gross Commission Income)? \_\_\_\_\_

How many units do you currently have pending and what is the total volume? \_\_\_\_\_

Year to date from January 1st, how many homes did you sell? \_\_\_\_\_

Year to date from January 1st, what is your total closed sales volume? \_\_\_\_\_

Year to date from January 1st, what is your average sales price? \_\_\_\_\_

Year to date from January 1st, what is your personal GCI (Gross Commission Income)? \_\_\_\_\_

How many active listings do you currently have in your inventory? \_\_\_\_\_

How many listings do you typically hold in your inventory at any given time? \_\_\_\_\_

What is your pay/commission structure? \_\_\_\_\_

How many hours do you currently work each week? \_\_\_\_\_

What is your hourly rate (based on last years business)? \_\_\_\_\_

## Business details

What are your favorite things to do in real estate? \_\_\_\_\_

What things do you like doing least in Real estate? \_\_\_\_\_

What things should you be doing that you are not doing? \_\_\_\_\_  
\_\_\_\_\_

DO you need to hire help? \_\_\_\_\_

Do you have a day off? If so, what is your day off? \_\_\_\_\_

Do you take vacations? \_\_\_\_\_

Describe what your current real estate business looks like.

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Do you consider yourself someone who is willing to change? \_\_\_\_\_

What specifically do you want Josh to help you with over time? Please be as detailed as possible. Use as much space as you desire

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Rank your TOP 3 present coaching needs.

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

Is there anything that you'd like Josh to know?

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