



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.

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

Rank your TOP 3 present coaching needs.

1. _____
2. _____
3. _____

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