

## ***The 14 Powerful Questions to Ask A Realtor Before Signing Anything***

*Many sellers, when interviewing and hiring a Realtor, do not ask the right questions, and many times end up with a less than competent Realtor. These questions will help you with the interview process so you will be able to choose a very competent Realtor.*

### ***1. Do you offer any guarantees?***

*Check out our Right to Fire Guarantee, and our Buyer's Satisfaction Guarantee.*

### ***2. Am I locked into the listing with you?***

*No, the Right to Fire Guarantee allows you to cancel the listing any time prior to an accepted offer. (\*Some fees may apply)*

### ***3. How much Real Estate experience do you have? Are you a full time Realtor? (Years on the Medallion Club, years in the business, number of transactions in your career and number of transactions last year?) How long do you plan to stay in Real Estate?***

*I have been marketing Real Estate full time in Abbotsford since January 1982 and have been on the Medallion Club since 1984. We have worked with an average of over 99 buyers & sellers a year for the past 13 years.*

### ***4. Do you have any testimonials from clients and a list of references I can call?***

*We have hundreds of testimonials from clients we have worked with and that you may know. Log onto our website at [www.SiebertTeam.com](http://www.SiebertTeam.com) and click on "Client True Stories" or go to YouTube—"SiebertTeam"*

### ***5. How much of your business is repeat or referral clients?***

*Since 1997 92-96% of our business comes from repeat or referral clients (when the industry averages less than 50%). So, instead of advertising for new clients, we would rather provide our clients with a World Class Real Estate Experience and have our clients introduce us to their friends and family, not because they feel obligated, but rather they want them to have the best help possible.*

### ***6. What ways will you encourage my home sale? Do you have a marketing plan? Do you have a Buyer's Specialist? Do you have an assistant?***

*By taking over 30 years of accumulated Real Estate Marketing experience and integrity with current technology, you can count on our computerized marketing campaign to get it sold! Marlene is our licensed Buyers Specialist, and Laura is our Administrative Assistant.*

### ***7. What kind of follow up do you do? How often will you stay in touch with me? How will you treat me after I sign the listing contract?***

*Larry will update you weekly with our "World Class Updates" and will meet with you monthly to give you feedback on the marketing, the competition, and buyer and realtor comments.*

### ***8. How many agents do you have in your office to assist you in selling my home? How many are on the Medallion Club? How does your company rank among the other companies in the area?***

*We have over 140 realtors with 48 in the top 10% of over 2750 realtors in the Fraser Valley. RE/MAX Little Oak Realty is the highest producing office in the Fraser Valley.*

### ***9. What is "your" average market time for a house in my price range to sell? How many of your listings experience in 2014?***

*In the past 2 years our team's listing took an average of 24 days to sell. Out of the 14,802 listings on MLS that didn't sell, we had 0 expired listings.*

### ***10. What experience and training do you have in negotiating?***

*I have been in the business since 1982, with more than 2500 successful transactions and with "By Referral Only" Real Estate Marketing University entering their Mastery level since 1994.*

### ***11. How much time do you spend prospecting versus working on selling my home?***

*I devote no time to prospecting like most conventional Real Estate sales people do. I don't chase For Sale By Owners, Expireds, no door knocking, or phone canvassing, which is what most Realtors spend ¾ of their day on.*

**12. At what commission rate should I put my property for sale at? Why?**

*On M.L.S. you can put your home for sale at 7 or 8% commission for the first \$100,000 and 2.5, 3.5, or 4.5% over \$100,000. There are also bonuses. I would need to assess your situation before determining which program would be right for you.*

**13. Have you ever had your Real Estate license suspended? Been sued? Been addressed by the Real Estate Council or Real Estate Board for alleged wrongful business practices? Involved in criminal activity?**

*I am able to answer no to all those questions.*

**14. Can you give me 5 good reasons why I should list with you over another Realtor?**

*Yes, call and we can discuss 5 great reasons you will benefit and save thousands of dollars and hundreds of headaches using our Home Selling System and the details of our guarantees.*