

## Interview Checklist of your agent to represent your sale:

Assess your agent on the suitability of the following to make your sound decision. Ask questions, analyse and observe how your agent answers.

Factors to consider	Good	Average	Below average
Care what your needs and goals, work style/ethic to suit you; so as to complete the sale comfortably			
Understand your target buyers, has avenue to source (database, personal referral, network)			
Recommend cost effective, suitable marketing campaign and method to get emotional buyers			
Price based on sold evidence with case study, achievable in scheduled time frame; price or non-price approach			
People skills to pick the genuine buyers, influence and negotiate			
Technical about all legals, online, off-line marketing, presentation, open home, offer follow ups			
Availability to you: 24/7, team, too many on hand, communication modes			
Organisation skills: checklist, procedures and team members involved.			
Experience: similar sales, difficulties, awareness, common sense, learning and adaptability			
Overall ability to handle the project smoothly, deliver the expected outcome as promised			