



Broker /Owner Recruit Skill Survey

Honestly Rate Yourself

5 = Always Agree

4 = Mostly Agree

3 = Sometimes Agree

2 = Seldom Agree

1 = Never Agree

		Score (1-5)
1.	What I offer makes a top agent want to work for me.	
2.	My recruiting confidence level is high and I routinely recruit agents who have produced above my level (or my top agent's level).	
3.	Recruiting for agents is one of my top priorities.	
4.	Part of my daily /weekly disciplines is to prospect key agents via the phone on a consistent basis.	
5.	I have a well defined recruit (sales) process that I follow faithfully.	
6.	I know my sales conversion ratios and typically close 50% or more of my recruit presentations on that day.	
7.	I have an annual recruit goal that is broken down from annual to daily goals and report and measure my progress.	
8.	I see the opportunities in the problem of my market and am leveraging that to my advantage planning to make this year profitable and abundant.	
9.	I am intentional about retaining my agents and regularly meet with and coach them to new levels.	
10.	Once I recruit an agent, they rarely leave and other brokers seldom recruit my agents away from me.	
Rank _____		Total

Ranking	
Score	Rank
45 - 50	Master
39 - 44	Pro
29 - 38	Novice
15 - 28	Rookie
Below 14	Minor League