

Is Real Estate For You?

Print this document. Begin by circling the number after each statement that best indicates the accuracy of the statement as a description of you. Five meaning *highly accurate* and one meaning *completely inaccurate*.

	<u>Inaccurate</u>				<u>Highly Accurate</u>
1. I am looking for a full-time position and long-term career.	1	2	3	4	5
2. I am willing/able to work long hours and weekends if necessary.	1	2	3	4	5
3. I am a self-starter and enthusiastic about running my own business.	1	2	3	4	5
4. I have the financial stability to do so.	1	2	3	4	5
5. I have a good sphere of influence and am visible in the community.	1	2	3	4	5
6. I am willing to invest time and effort now to gain income later.	1	2	3	4	5
7. I enjoy meeting and interacting with all kinds of different people.	1	2	3	4	5
8. My family is prepared to tolerate my long and unpredictable hours.	1	2	3	4	5
9. I welcome the opportunity to exercise direct control over my income.	1	2	3	4	5
10. I am willing to contact people daily.	1	2	3	4	5
11. I am willing to continually update my real estate education/knowledge.	1	2	3	4	5
12. I am responsive to other people and their needs.	1	2	3	4	5
13. I manage my time effectively and know how to set priorities and goals.	1	2	3	4	5
14. I enjoy making decisions.	1	2	3	4	5
15. I am willing to work at odd hours when necessary.	1	2	3	4	5
16. I have a high activity level with a lot of physical and emotional stamina.	1	2	3	4	5
17. I am an organized person and can handle lots of details.	1	2	3	4	5
18. I am good at persuading people to take action.	1	2	3	4	5
19. I can hear people reject my suggestions and still feel good about myself.	1	2	3	4	5
20. I can handle setbacks and solve problems.	1	2	3	4	5
21. I am motivated to succeed, whatever it takes.	1	2	3	4	5
22. I present myself with confidence and look professional.	1	2	3	4	5
23. I possess good communication skills.	1	2	3	4	5
24. I am honest and trustworthy and people see me as such.	1	2	3	4	5
25. I like the idea of being my own boss, rather than a structured "9 to 5" type job.	1	2	3	4	5
26. I enjoy and can handle unpredictability in my work life.	1	2	3	4	5

TOTAL SCORE ___ + ___ + ___ + ___ + ___ = _____

Add the numbers you have circled. The highest possible total is **130**. If you scored at least **90**, a sales career is a distinct possibility for you. It is especially important that you have high ratings on items 2, 3, 4, 10, 18, 24 & 26 for success in residential real estate sales.