



HOW DO I SELECT A REAL ESTATE COMPANY TO ASSOCIATE WITH?

Any licensed real estate broker may sponsor you to submit your application, take your exam and get your salesman's license. But, not every real estate broker is capable of, or willing to, provide the necessary assistance, training or supervision that you may need and expect once you are ready to go to work. Depending upon your intentions and expectations after receiving your real estate license, it will be necessary for you to seek out the best broker or firm to meet your needs. Also, depending upon your commitment to real estate as a career, you should determine which firm offers the benefits and services that you feel are important to helping you reach your goals. There **is** a difference between companies, and it will be up to you to *ask the right questions* in order to find the right company for you.

It is not uncommon for new real estate licensees to associate with a company strictly based on their friendship or familiarity with the broker or one agent in the firm. Just as home sellers often mistakenly think that "all real estate companies are the same", list their property with a part-time or unproductive agent, and then become unhappy when their needs are not met, the same holds true for selecting real estate firms to associate with. Once an agent associates with a company and spends several months discovering they did not make the best choice, valuable time and money may be lost and they may find themselves leaving the firm. Worse yet, they may ultimately leave the real estate business because they never received the proper training or support they needed to succeed.

To help you make a comparison of real estate companies, we have provided a "Comparison Chart" with this information. We have listed many of the benefits, services and programs offered by Hirschi Realtors that we feel are important to your success in the real estate business. The list is by no means complete, but should give you a good basis for comparison and a source of important questions to ask.