

LBT “Title Interview Questions” on 22 February 2004

Wealth Diva Team Interview

- How do you want to work together?
- What do you want to accomplish?
- What are you looking for?
- What are your expectations?
- How do you want the delivery of that?
- Tell me about a time when you ...
 - led a team
 - got results
 - started a project
- Tell me about your current status ... What have you already done?
- What 's the frequency of contact?
- What's the best way to reach you?

Seeking an Investor (OPM)

- What are you looking for in return: cash/ cash flow/ equity? (Primary objection: short and long term)
- What's the time frame? – on your investment return
- Expected return? (13% -20%)
- How much are you willing to invest?
- Are you looking to be a passive or active investor?
- How often do you want to be updated?
- How would you like to be updated?

Sales

- What attracts you to represent (XYZ business) ?
- Who would be the first people you would approach?
- How would you learn what my business is about?
- What kind of on-going support from me would you need?
- What motives you?
- What are your specific past results? Tell me ..

Property Manager

- How will you fill vacancies? In a difficult market?
 - What are all the services that you offer?
 - What sets you apart from the competition?
 - How and how often will you communicate with me?
 - How soon (policy) do you return phone calls and e-mails?
 - What types of emergencies have you had? How did you deal with them?
 - What do you think current clients would say about you?
 - What kind of retention program - eviction – referred program do you have?
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- How many investors do you represents?
 - What is your experience with creative financing?
 - What \$ volume did you close last year?
 - What resources do you utilize in searching for investment properties?

Real Estate Investor

- What are you looking for as a rate of return? (cash flow, equity)
- Where are you invested currently and what's the rate of return?
- Have you invested in R.E. in the past?
- Why do you want to invest in R.E.?
- How much are you looking to invest?
- Are you looking for long-term or short-term?
- When are you ready to start?