

Productivity Coach Agent Questionnaire

AVA Self _____
DISC _____

Name _____

Mailing Address _____

City _____ State _____ Zip _____

Home Phone _____

Work Phone _____

Cell Phone _____

Email address _____

Date of Birth _____

Place of Birth (city and state) _____

Years in real estate _____

What was your employment prior to real estate? _____

What company did you work for? _____

What position did you hold? _____

How many years? _____

3 Strengths _____

3 Weaknesses _____

Hobbies _____

Favorite Book _____

Favorite Movie _____

Favorite Color _____ Favorite Flower _____

What are some of your dreams?

Why did you choose real estate?

What made you want to join the Productivity Coaching
Program? _____

What motto do you live by?

Current production level number of transactions for last year or year to date _____

What percentage from buyers? _____ From sellers? _____

Are you currently on a team? _____ If yes, who is your rainmaker? _____

What position do you hold on the team? _____

Have you completed CAMP 4:4:3? _____

Have you completed the new agent training for your Market Center? _____
(Note each Market Center has a different name for their new agent training)

How many properties do you currently have under contract? _____

Addresses of properties currently under contract (you must give a list of under contract properties since you will not pay the Productivity Coach for these contracts and yet will pay from this day forward. Should you expect help from the Productivity Coach on any portion of the existing under contracts, then the Productivity Coach will be paid on those properties.)

Address	Client Name	Price	Closing date
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Have you ever been in a coaching program? _____

If yes, which program? _____

If you had to rate yourself on a scale of 1-10, with 10 being the best, how "coachable" would you say you are?

Have you ever had to follow a schedule? _____

If so, tell me specifically what the schedule was and how you followed it. _____

How do you feel about making phone calls and asking for business? _____
