



Questions to Consider Before Changing to a New Broker:

Questions for You to Consider

1. What is it that I believe another company is “Really” offering?
2. What are the “True” benefits to my clients and me?
3. What will I lose when transitioning to another company?
4. By moving to a new company, will that “Really” increase your business?
5. Have you taken the opportunity to have your current Broker/Franchise conduct the same comparison?

Questions for Any Broker

1. What will this cost me?
 - a. What is my split?
 - b. Is this my “True” Split?
 - c. What are the franchise fees?
 - d. Do they participate in my franchise fees?
 - e. What “Monthly” and or “Yearly Fees are there?
 - f. What’s the “Transaction” Fee?
 - g. How does my split increase?
 - h. Does my split decrease?
 - i. Is there ever a “Cap” on the fees I pay?
 - j. Is there a “Desk” or an “Office” fee should I need one?
 - k. Is there a fee for me to work out of the office?
 - l. Who pays for the sign post to go up on a listing?
 - m. Who pays for my new signage, business cards and other marketing materials?
2. What’s the Brokers exit strategy?
 - a. In the event you want to leave what does the contract state?
 - b. What happens to my customers and clients?
 - c. What happens to my business?
 - i. Do I lose commission dollars on my escrows?
 - ii. Do I take my listings with me?