

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.

1. I am looking for a long-term career.

5 4 3 2 1

2. I am willing to work long hours and weekends

5 4 3 2 1

3. I am a self-starter and enthusiastic about running by own business.

5 4 3 2 1

4. I have the financial stability to do so.

5 4 3 2 1

5. I have a good sphere of influence and am visible in the community.

5 4 3 2 1

6. I am willing to invest time and effort now to gain income later.

5 4 3 2 1

7. I enjoy meeting and interacting with all kinds of different people.

5 4 3 2 1

8. My family is prepared to tolerate my long hours.

5 4 3 2 1

9. I welcome the opportunity to exercise direct control over my income.

5 4 3 2 1

10. I am willing to contact people daily.

5 4 3 2 1

11. I am willing to continually update my real estate education realizing that "school is never out for the Pros."

5 4 3 2 1

12. I am responsive to other people and their needs.

5 4 3 2 1

13. I manage my time effectively and know how to set priorities and goals.

5 4 3 2 1

14. I enjoy making decisions

5 4 3 2 1

15. I am willing to work at odd hours when necessary.

5 4 3 2 1

16. I have a high activity level with a lot of physical and emotional stamina.

5 4 3 2 1

17. I am an organized person and can handle lots of details.

5 4 3 2 1

18. I am good at persuading people to take action.

5 4 3 2 1

19. I can hear people reject my suggestions and still feel good about myself.

5 4 3 2 1

20. I can handle setbacks and solve problems.

5 4 3 2 1

21. I am motivated to succeed, whatever it takes.

5 4 3 2 1

22. I present myself with confidence and look professional.

5 4 3 2 1

23. I possess good communication skills.

5 4 3 2 1

24. I am honest and trustworthy.

5 4 3 2 1

25. I manage my time effectively.

5 4 3 2 1

26. I like the idea of being my own boss, rather than functioning on a structured, directed job situation.

5 4 3 2 1

27. I enjoy unpredictability in my work life.

5 4 3 2 1

TOTAL SCORE _____

Add the numbers you have circled. The highest possible total is 135. If you scored at least a 97, 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, & 27 for success in residential real estate sales.