



## Is Real Estate the Right Career Path For You?

Real estate is a rewarding career, offering flexibility, freedom and the opportunity to build a secure future. CENTURY 21 Mike Bowman, Inc. is partnering with Kaplan Professional Schools to offer online real estate courses. Take a few minutes to evaluate your real estate potential.

*Circle the number after each statement to indicate how accurately the statement describes you. Ten is highly accurate and one is completely inaccurate.*

1. I am looking for a career where I can become financially independent.

10 9 8 7 6 5 4 3 2 1

2. I am willing to do whatever it takes to make it in the real estate business.

10 9 8 7 6 5 4 3 2 1

3. I would like to control my own destiny and I like being my own boss.

10 9 8 7 6 5 4 3 2 1

4. I have at least \$1,000 to get my required educational hours and pass the state exam.

10 9 8 7 6 5 4 3 2 1

5. I understand I will spend most of my time each day and on the weekend prospecting for buyers and sellers.

10 9 8 7 6 5 4 3 2 1

6. I am willing to invest time and money until I have my first closing.

10 9 8 7 6 5 4 3 2 1

7. I know I will enjoy working with individuals who want to buy or sell a home.

10 9 8 7 6 5 4 3 2 1

8. I understand I need my family's complete support.

10 9 8 7 6 5 4 3 2 1

9. I know my income will be dependent on the training I receive and my work ethic.

10 9 8 7 6 5 4 3 2 1

10. I will set goals, develop a daily work plan, and prioritize my action items each day.

10 9 8 7 6 5 4 3 2 1

11. I am willing to attend training classes and continue my education and perfect my sales techniques.

10 9 8 7 6 5 4 3 2 1

12. I know I will be responsible for my success in real estate and starting with the right company drastically increases my odds.

10 9 8 7 6 5 4 3 2 1

13. I am available to work with buyers and sellers at any time during the day.

10 9 8 7 6 5 4 3 2 1

14. I am a very positive person and I don't let outside influences pull me down.

10 9 8 7 6 5 4 3 2 1

15. I always do what it takes to get the job done correctly. If I don't know the answer, I ask someone who does.

10 9 8 7 6 5 4 3 2 1

16. I enjoy communicating with people and helping them.

10 9 8 7 6 5 4 3 2 1

17. I don't let rejection deter me. I see rejection as a way to learn how I might approach things differently.

10 9 8 7 6 5 4 3 2 1

18. I am motivated to succeed.

10 9 8 7 6 5 4 3 2 1

19. I will dress professionally and be professional at all times.

10 9 8 7 6 5 4 3 2 1

20. I have good communication skills and will always work to improve myself.

10 9 8 7 6 5 4 3 2 1

21. I will be honest and trustworthy with my company and the people I work with.

10 9 8 7 6 5 4 3 2 1

22. I expect to make the following income the first year in business.

\$100,000+    \$75,000+    \$50,000+    \$40,000+    \$30,000+

**TOTAL SCORE** \_\_\_\_\_

Add the numbers you have circled. The highest possible total is 210. If you scored at least 147, a sales career is a distinct possibility for you. Contact us for more information and to schedule an interview.

**CALL US AT (800) 433-4003 TO SCHEDULE AN INTERVIEW**