



Become a Coach

Tell us a little about yourself – all information you share is held in strict confidence

Name

Phone

Address

E-mail

Brokerage

How many years have you been in the business?

Share with us what makes coaching /mentoring of interest to you:

What previous coach / mentor / facilitator experience do you have?

What attracts you to The Nature of Real Estate?

Have you completed any of the Certified Negotiation Expert courses? If so which one(s)

What are your thoughts on the courses?

Have you ever been coached / mentored? If so what are your thoughts on the experience of being coached / mentored?

What does your business look like?

Please share your business volume from the past 5 years:

2015 Units Sold		2015 Gross Commission	
2014 Units Sold		2014 Gross Commission	
2013 Units Sold		2013 Gross Commission	
2012 Units Sold		2012 Gross Commission	
2011 Units Sold		2011 Gross Commission	

What is the average price of the properties you have sold?

What are you doing with regard to business development? What tools are you using?

	Often I am effective with this tool	Somewhat often, but I wish I was more effective with this tool	Rarely, because I don't have the skill or enough information	Rarely, because I believe it is an ineffective tool for me
Public Open Houses	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Website	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Social Media	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Organized Networking Events	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Social Networking (i.e. private parties, local events)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Newspaper Advertising	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Past Client Referrals	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Sphere of Influence Referrals	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Geographic Farming	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Demographic Farming	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Online Classified Marketing (i.e. Craigslist, Kijiji)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
For Sale by Owner Listings	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Business Development Calls	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Door Knocking	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Bus Shelter or Billboard Advertising	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Direct Mail	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Advertisement Mail	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
E-Mail Campaigns	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Information Seminars	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Trade Shows	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Please list any other tools you are using:

Do you imagine coaching / mentoring: Full Time Part Time

What does success in your coaching practice look like?