



DeSelms Real Estate Application

Name: _____

Address: _____

Cell #: _____ Email: _____

Website(s): _____

Years in Real Estate Business: _____

Sales Volume/Units:

2015 \$ _____ Units: _____

2014 \$ _____ Units: _____

2013 \$ _____ Units: _____

2012 \$ _____ Units: _____

What makes you great at Real Estate?

What is your biggest strength?

What is your biggest weakness?

What is your DISC profile?

Which do you prefer:

A solo career with some support from a staff and the backing and name recognition of a Billion Dollar Team.

Or

A team atmosphere with leads generated for you, full support of a staff and name recognition of a Billion Dollar Team.

Why do you want to work with DeSelms Real Estate?

What do you expect to get from DeSelms Real Estate?

What do you expect to contribute to DeSelms Real Estate?

Goals:

“If you aim at nothing, you will hit it every time.” - Zig Ziglar

Life Goals:

1 year Goals:

5 year Goals:

10 year Goals:

Retirement: _____

How many homes do you plan to sell within the next year?

Volume \$ _____ Units: _____

Business Plan:

A goal without a plan is just a wish...

How do you plan to sell that many houses in a year?

What 3 ways will you look for and capture new business this year?

- 1.
- 2.
- 3.

What 3 ways will you reach out to your past clients?

- 1.
- 2.
- 3.

Thank you so much for taking the time to submit this application to us.

Please submit it to TaraDeSelms@yahoo.com