

<p>Eight important questions to ask your agent</p><p>Qualifications are important. However, finding a solid, professional agent means getting beyond the resume, and into what makes an agent effective. Use the following questions as your starting point in hiring a real estate professional:</p><p>◆</p><li style="font-size: 1.1em; line-height: 1em">Why did you become a real estate professional?
<li style="font-size: 1.1em; line-height: 1em">Why should I work with you?
<li style="font-size: 1.1em; line-height: 1em">What do you do better than other real estate professional?
<li style="font-size: 1.1em; line-height: 1em">What process will you use to help me find the right home for my particular wants and needs?
<li style="font-size: 1.1em; line-height: 1em">What are the most common things that go wrong in a transaction and how would you handle them?
<li style="font-size: 1.1em; line-height: 1em">What are some mistakes that you think people make when buying their first home?
<li style="font-size: 1.1em; line-height: 1em">What other professionals do you suggest we work with and what are their credentials?◆
<li style="font-size: 1.1em; line-height: 1em">Can you provide me with references or testimonials from past clients?