

NEW BUSINESS INDUCTION EXAM

1. Fill out a PAMD as if you were the owner
2. What is the first question you ask an owner at a listing presentation?

3. If the owner was charged 8% + GST management fee and the property was rented for \$400 per week, what is the management fee charged including GST?

4. Explain why we charge an owner a lease renewal fee?

5. Explain why we charge an owner a statement fee?

6. What are the top 5 questions you need to ask an owner when meeting them in a listing?

7. Explain the concept "Set up to Sell" and give an example

8. What is the benefit of a feature listing and the cost?

9. What is "The Investigators Club" and how does it work?

10. What is an MPR and name 4 of these?

11. Pass a listing presentation with Director of New Business
12. Pass an office tour with Director of New Business.

13. What are the top 5 documents in the listing kit folder – that you need to show the owner?

14. Give 3 different responses if an owner asks to reduce our fees e.g. Will we do it for 6%?

15. What would you say when first calling a courier mail owner?

16. Can an owner have NIL spending limit on the PAMD? What is this used for?
