

Real Estate Sales Associate Aptitude Test

What's your potential for success in real estate?

There is no one true path to success in the real estate business. There are as many approaches to the business as there are unique personalities. But the one *constant* is the ability to deal effectively with people. This is the primary purpose of this test; to let you know if you have the "people skills" needed to be successful in real estate. Anyone can acquire the technical skills, such as writing contracts and understanding deeds and financing, through various training courses. However, the art of successfully dealing with people is, to a large degree, a personality trait that is extremely difficult to develop if you do not have a natural aptitude for it to begin with.

(1=Rarely, 2=Occasionally, 3=Usually, 4=Most often, 5=Always)

>>>>Circle One<<<<<

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|--|---|---|---|---|---|
| 1. Do I ignore outside negative influences regarding my work and my personal life? | 1 | 2 | 3 | 4 | 5 |
| 2. Am I careful not to jump to conclusions without getting the necessary facts? | 1 | 2 | 3 | 4 | 5 |
| 3. Do I offer help and constructive suggestions to my friends and/or colleagues? | 1 | 2 | 3 | 4 | 5 |
| 4. Do I ask questions to avoid misunderstandings? | 1 | 2 | 3 | 4 | 5 |

5. Do I maintain a helpful, friendly attitude toward my fellow workers?	1	2	3	4	5
6. Do I resist the temptation to prove that I am right and the other person is wrong?	1	2	3	4	5
7. Do I keep an open mind about new ideas and suggestions?	1	2	3	4	5
8. Do I establish written goals and Strive to achieve them?	1	2	3	4	5
9. Do I plan each day's work with a "to-do" list and stick to it?	1	2	3	4	5
10. Do I try to maintain a positive mental attitude?	1	2	3	4	5
11. Am I the type of person that strives to keep up with the latest techniques and information relating to my profession?	1	2	3	4	5
12. Am I the type of person that attempts to take care of potential problems before they happen?	1	2	3	4	5
13. Do I consciously try to remember people's names when I meet them for the first time?	1	2	3	4	5
14. Do I feel comfortable dealing with people of a different race, nationality, religion or age group?	1	2	3	4	5
15. Do I find it easy to relax when I am with strangers?	1	2	3	4	5
16. Do I return telephone calls and keep appointments in a timely manner?	1	2	3	4	5

17. Do I usually feel calm and comfortable at social events?	1	2	3	4	5
18. Do I enjoy talking to people even if I don't know them well?	1	2	3	4	5
19. Do I enjoy meeting new people?	1	2	3	4	5
20. Can I attend casual get-togethers at which both sexes are present without feeling nervous or tense?	1	2	3	4	5
21. Do I make new friends easily?	1	2	3	4	5
22. Am I usually at ease when I am with a group of people I don't know?	1	2	3	4	5
23. Do I enjoy being around people most of the time?	1	2	3	4	5
24. Do I feel relaxed when I am talking with a stranger over the telephone?	1	2	3	4	5
25. Do I usually feel relaxed when I meet someone for the first time?	1	2	3	4	5
26. Can I be introduced to people without feeling tense and nervous?	1	2	3	4	5
27. Can I enter a room full of strangers without feeling conspicuous?	1	2	3	4	5
28. Do I decide what I want in life, then go after it?	1	2	3	4	5
29. Am I comfortable talking to my superiors at work?	1	2	3	4	5
30. Can I be with a group of people without feeling on edge?	1	2	3	4	5
31. Can I deal with an obnoxious person without revealing the stress I'm under?	1	2	3	4	5

32. Do I enjoy talking to people at parties or social gatherings?	1	2	3	4	5
33. Do I easily adjust to changing situations when working with people?	1	2	3	4	5
34. Do I take responsibility for introducing people to each other?	1	2	3	4	5
35. Can I deal with formal social occasions without feeling awkward?	1	2	3	4	5
36. Do I usually go to whatever social engagements I have scheduled?	1	2	3	4	5
37. Do I find it easy to relax and work with other people even when their social status is different from mine?	1	2	3	4	5
38. Do I take the time to build rapport and engage in a little friendly talk before getting down to business?	1	2	3	4	5
39. When someone else is talking, do I show genuine interest in what that person is saying?	1	2	3	4	5
40. Am I sensitive to other people and their feelings?	1	2	3	4	5
41. Am I confident that things are going to work out the way I desire?	1	2	3	4	5
42. When someone else is talking, do I listen without interrupting?	1	2	3	4	5
43. Do I use plain simple language, and avoid esoteric terms unless they are necessary?	1	2	3	4	5

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| 44. Do I maintain proper eye contact with the person to whom I'm speaking? | 1 | 2 | 3 | 4 | 5 |
| 45. Do I listen to what the other person is saying and try to see things from his or her point of view? | 1 | 2 | 3 | 4 | 5 |
| 46. Do I stay on track when I'm communicating, or do I wander off the subject? | 1 | 2 | 3 | 4 | 5 |
| 47. Do I watch for nonverbal signals that are sometimes more important than what the speaker is actually saying? | 1 | 2 | 3 | 4 | 5 |
| 48. Do you think your personal grooming and dress matters to a prospective customer? | 1 | 2 | 3 | 4 | 5 |
| 49. Do you feel comfortable with the idea of working with a minimum of direct supervision? | 1 | 2 | 3 | 4 | 5 |
| 50. Would you be satisfied with a job where your income is based wholly on your own skills, hard work, and dedication? | 1 | 2 | 3 | 4 | 5 |

Total Score: _____

Score Evaluations

- 050-124** **This score indicates that your aptitude for real state sales is very limited and you would probably be better off selecting another field of endeavor.**
- 125-149** **You need to work on your overall sales skills and apply considerable effort to improve your competence, self-assurance, and attitude before considering real estate as a career field.**
- 150-174** **You show a fair aptitude toward the real estate business. Your scores indicate that you have the capability to improve your people skills and, with determination, can become an effective sales associate.**
- 175-199** **Your people skills are good and your attitude and sales skills are well above average. Your aptitude for the field of real estate is excellent. You should have no problems in becoming a successful sales associate.**
- 200-250** **Your attitude is excellent and you have outstanding people skills. Your potential in real estate is unlimited. Your future is extremely promising.**