

## Self Analysis

Rank each line from 1 - 5.

5 being "Extremely like me" and 1 being "Not like me at all."

- I am motivated to succeed, whatever it takes.
- I can handle setbacks and the word NO.
- I can solve problems as they arise, both large and small.
- I am prepared to ask for help when I need it.
- I have a lot of physical and emotional stamina.
- I am looking for a long-term career with future opportunities.
- I can manage my personal finances.
- I am willing to be flexible to ensure that a client's needs are satisfied.
- I am an organized person and can handle details well.
- I can manage my time to get the job done.
- I can set priorities in order to reach my goals.
- I enjoy making decisions and helping others to do the same.
- I have a sphere of influence from which I can draw prospective buyers and sellers.
- I have at least 6 months of cash reserves to operate my business.

Total:

**Score 56-70:** Proceed with enthusiasm!

**Score 42-55:** Examine your lower scores and speak to a broker about how they can help.

**Score under 41:** It might be best to re-evaluate your choice to enter the real estate profession.