

## Real Estate Job Interview Do's and Don'ts

Summary: If you're planning on establishing a **career in real estate**, you've chosen one of the best paying jobs in the industry. However, considering the growing demand for real estate and the demand for reliable realtors, it's important you stay ahead of the competition and understand what the real estate industry is all about and what it has to offer.



In the early days, real estate was an individual job and there were not many firms that had been established that dealt with the real estate industry. Now there are a number of well established firms that have established their roots in real estate and help individuals and corporate organizations to find the perfect place. If you're planning on **getting a real estate job** there are a number of things you need to keep in mind. The real estate industry is different from the other industries, and thus a real estate interview is different than interviews in other industries. You need to **prepare for your interview** and follow specific interview tips that can help you get a job in real estate.

A real estate company is always on the lookout for individuals that are friendly, interactive and can gain a client's trust in a short time. A real estate job is a sales job, so someone with experience in sales always has a better chance of getting a job in this industry. It's important to mention all your experience on your resume, especially any sales experience, while attending a real estate interview.

If you're applying for a real estate job for the first time, you need to convince the employer that you can handle the work pressure with a smile on your face. Most realtors need to deal with their



---

customers on a daily basis. This means they need to stay in a good mood at all times. This could get tough when clients are annoying and hard to deal with, but the key to becoming a successful realtor is being able to handle this pressure and still deal with the clients in a friendly manner.

You need to prove to the interviewer that you are a friendly person who can handle pressure and still walk in with a smile on your face. Your confidence plays a huge role in passing a real estate interview. It's almost always those with more confidence that manage to get this job. You won't really know what kind of clients you're required to handle at a real estate job, so you need to make sure you have a confident and friendly approach at all times.

If you know what kind of real estate the company you plan on interviewing with deals with, you should do research to find out more about it before the interview. Many professionals suggest that company research works wonders in sealing the deal.