



# 10 Questions to asked before selecting the right Real Estate



1. WHAT'S THE COMPANY'S HISTORY?
2. WHAT'S THE SIZE OF THE COMPANY?
3. WHAT'S THE COMPANY MARKET AREA?
4. WHAT'S THE COMPANY'S PLANS FOR  
FUTURE GROWTH?
5. DOES BROKER/MANAGER LIST AND SELL?
6. WHAT ARE THE COMMISSION SPLITS?
7. WHAT TRAINING PROGRAMS DOES  
COMPANY OFFERS?
8. HOW LARGE IS THE COMPANY'S ADVERTISING PROGRAM?
9. DOES THE COMPANY OFFER ANY BONUSSES/INCENTIVE?
10. DOES THE COMPANY OPEN SEVEN DAYS PER WEEK



## **ABOUT OUR BROKER**

Haniff began his Real Estate career as an agent in 1987 with Besmatch Real Estate. This is where he decided that the Real Estate field was where he wanted to be in order to provide a more successful and happy life for him and his family.

## **COMPANY HISTORY**

BESMATCH REAL ESTATE since its inception has been systematically aggressive and innovative in the Real Estate business in our market area. It has continuously maintained a leadership role in the Bronx and can comfortably lay claim to being the biggest and the best in the Bronx.

In June 1987, Besmatch Real Estate opens its door at 4627 White Plains Road under the Century 21 System. Working

along with the Broker was two other agents, as the office staff grew, so did the inventory.

In 1989 Besmatch Real Estate was awarded the Century 21 Prestigious Centurion award for high production.

In 1990, a second office was opened at 1990 Westchester Avenue. Again Besmatch Real Estate was award the prestigious Centurion award.

In 1991, Besmatch Real Estate was ranked #11 out of 516 offices in the Northeast Region of the Century 21 System (NY, NJ, CT, and RI). For the third straight year, Besmatch Real Estate was awarded the prestigious Centurion Award.

In October 1992, affiliations were changed from Century 21 to ERA System (Electronic Realty Associates). At that time Besmatch Real Estate was ranked in top 25 out of 3200 offices in the ERA System WORLDWIDE.

In 1998, both offices totaled over 500 closings, this activity broken down represents over 76Million in Real

Estate Sales.

At the Present time, Besmatch Real Estate was ranked within the TOP 50 ERA WORLDWIDE AND #1 IN NEW YORK STATE.

### STAFF STRENGTH

- \* 90 Agents - Full & Part Time
- \* 2 Operation Managers
- \* 2 Office Managers
- \* 10 Support Staff
- \* 3 Recruiters/Trainers

### OFFICE HOURS

Monday - Friday	9:00am - 8:00pm
Saturday	9:00am - 6:00pm

## **AFFILIATIONS**

Bronx Board of Realtors

Westchester Board of Realtors

New York State Association of Realtors (NYSAR)

National Association of Realtors

Multiple Listing Service

Bronx Chamber of Commerce

National Association of Mortgage Brokers

Broker for Veteran's Administration

Long Island Realtors Council

Westfall & Co. Realtors

Long and Foster Relocation Corporation

National MLS & Referral Network

## **SERVICE AREA**

1. Entire Bronx Area
3. Lower Manhattan
2. Lower Westchester County
  - (a). Mt. Vernon
  - (b). Yonkers
  - (c). New Rochelle

## **FUTURE GROWTH**

Besmatch Real Estate is always looking towards the future and planning ahead. In the future our Broker plans to open an office in Westchester County and Queens and also plan to open a commercial division.

## **DOES BROKER/MANAGER LIST AND SELL?**

At Besmatch we believe that the Broker and Manager should work to grow the company and support the agents. The Broker/Manager does at times receive direct leads from clients/customers. The Broker/Manager will assign these leads to an agent for follow up.

## **TRAINING PROGRAMS**

- 1. In House Orientation**
- 2. Assignment to Product Manager**  
(Hundred tapes are available in the company library)

1. **BESMATCH TRAINING**  
Sales System Training (249.00)
2. **Top Gun Academy**
3. **Sweat Hogs (Floyd Wickham)**

## **ADVERTISEMENT**

1. **Yellow Pages**
2. **Daily News**
3. **Statesman (Westchester County)**
4. **Yard Signs**
5. **Home Buyer Seminar**
6. **Sellers Seminar**
7. **Magnetic Car Signs**
8. **Show case of Homes**
9. **The Real Estate Book**
10. **Internet**

## OFFICE SYSTEMS

1. Fax Machine
2. Direct Link to TRW (Credit Report)
3. Computerize
  1. Office Listing
  2. Assessment File
  3. Cumulative Sales (CMA)
  4. Direct Link to Westchester County MLS  
(With Code)
  5. Direct Link to Bronx MLS (with code).



# REQUIREMENTS

1. New York State Salesperson License

You must take this 45 hours course and pass the exam. The course is offered by an adult education programs, business schools, colleges, and universities. The average cost is between \$250 and \$350. ( See attached List)

2. No Experience Required

Our office will sponsor you once you have completed the 45-hour course. You will receive authorization to begin your Career after you have passed the Department of State Exam. You may start our professional Real Estate training after you receive this Authorization.

3. Full Time

Our professional agents work 45+ hours per week, including evenings and weekends. You will be successful if you follow our work program on a full time basis. Your customers and clients trust you with their most valuable material possession - their property or their savings. They deserve your best in professional service.

4. Part Time

Our professional part time agents work 20+ hours per week, including evening and weekends. Although a bit more challenging, you can be successful if your time is used effectively.

5. Automobile

6. Straight Commission

We believe this is really a benefit. No ceiling on your income. No one else controls your future.

7. Personal Qualities

- a) Honesty
- b) Team Player
- c) Team Loyalty
- d) Time Management
- e) Positive Mental Attitude
- f) The Ability to have fun.



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