

## **Mortgage Broker Interview Questionnaire**

**Name of mortgage broker and contact information (phone, email, etc.):**

**Date of conversation:**

**1. Do you work full time as a residential mortgage broker?**

**2. How long have you been in the residential mortgage business?**

**3. Are you licensed (if applicable) and certified by the National Association of Mortgage Brokers?**

**4. How many residential mortgages have you brokered in the past year?**

**5. How many of those transactions were with first-time homebuyers?**

**6. Can you provide at least three names of recent clients who will serve as references, at least one of whom was a first-home buyer?**

**Notes:**

**Best Answers:**

- 1. Yes.**
- 2. The longer the better, but at least two years.**
- 3. Yes.**
- 4. Should be a minimum of ten.**
- 5. The more the better, but should be at least five.**
- 6. Only acceptable answer is "Yes."**