

**Experience Questionnaire for Broker Sales Manager Applicants**

The purpose of this form is to give the ALC Designation committee as much information as possible to adequately understand your experience as a broker sales manager of land agents and land transactions. To be considered a land transaction, 51% of the value of the sales price must be in the land (including improvements that are agricultural in nature. Agricultural improvements include, but are not limited to, barns, livestock operations, equine facilities, etc.) Insufficient responses will be returned for more information. All responses must be typed. Use as many pages as necessary.

1. **Applicant Name:**

1. **How many agents are under your management overall? How many offices do you manage?**
2. **How many of the agents under your management conduct land transactions:**
3. **Please list the names and industry designations of the land agents under your management:**
4. **What percentage of the overall office business is in land sales?**
5. **Please explain your overall duties and management responsibilities in your office for your agents:**
6. **Brokerage Owner Verification:**

*I verify that I have read and reviewed this experience questionnaire and the applicant’s volume requirements spreadsheet. I affirm that the information contained herein is true, accurate, and in accordance with our company records. I also affirm that I have retained this applicant to work on my behalf as a broker manager of my real estate firm. I understand that the ALC Designation Committee has the right to audit and verify any statements or documents associated with this application and portfolio and anything found to be false could result in the revocation of the applicant’s ALC Designation and possible expulsion from RLI membership.*

Brokerage Firm:

Brokerage Owner’s Name:

Brokerage License Number:

Brokerage Owner’s Signature: