



Is It Time To Change Brokerages?

A Self-Assessment for Growth-Minded Agents



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Real estate is dynamic. Your brokerage should be too.

Whether you've been with your current firm for six months or six years, it's natural to reassess where you stand. Are you still growing? Do you feel supported? Is your split fair? This self-assessment will help you answer one critical question: Is it time to move on?

This guide will walk you through 7 signs it might be time for a change, and what to do about it.

7 Reasons It's Time to Make a Move

1. Limited Earning Potential

Are your commission splits or fees eating into your profits without providing enough value in return?

2. Outdated Technology

Are clunky systems or a lack of automation slowing down your business?

3. Poor Communication or Leadership

A lack of transparency, support, or strategic vision from national or local leadership can limit your success.

4. Poor Training and Mentorship

If you're not learning, you're falling behind. A lack of education, real-world coaching, accountability, and mentorship can stunt your development.

5. No Clear Path to Growth

Whether you're a solo agent or building a team, you need a brokerage that supports your long-term goals.

6. You Feel Stuck or Undervalued

If you've plateaued in income or motivation, or you feel like just a number.

7. No Clear Corporate Values or Culture

If your brokerage lacks a service-minded culture or doesn't prioritize integrity, community impact, or client care, it may not align with how you want to do business. Agents thrive in environments where values like service, collaboration, and purpose are more than just buzzwords.

Self-Reflection: Stay or Go?

Rate each of the following on a scale of 1 (strongly disagree) to 5 (strongly agree):

- I'm confident I can grow my income here over the next 12 months.
- My brokerage offers tools and training that truly help me improve.
- I feel seen, valued, and supported by leadership.
- I have access to modern, intuitive technology.
- My brokerage aligns with my values and business goals.
- I am part of a collaborative network where I can share best practices and access referral opportunities.
- I am excited about the company's direction.

Scoring:

30–35: You're likely in the right place. Keep growing!

20–29: Time for a deeper look. Talk to your broker about gaps.

Under 20: A change may be the best next step.

The thought of changing your brokerage can be both exciting and nerve-wracking. But what if switching wasn't as daunting as it seems?

Download "Ready to Switch: Your Brokerage Transition Checklist," a clear, step-by-step guide to help you make the move with confidence. From paperwork to client communication, this checklist ensures you won't miss a thing.

[Get the Checklist!](#)

Growth-Focused Agents Look for Brokerages that Offer:

- Low overhead, high commission retention
- Strong support and systems (marketing, leads, admin help)
- Revenue-sharing or equity opportunities
- Flexible branding and team-friendly models
- A collaborative, servant-leader culture

Next Steps

If you're seeing the signs, it may be time to explore options that better support your goals.

- Start by comparing your current brokerage with others.
- Ask: What kind of agent do I want to become, and will my current brokerage get me there?

Ready for a Brokerage That Truly Supports You?

If these red flags hit close to home, it's time to explore a better way to grow your business. At Fathom Realty, we check all the boxes:

- ✓ Agent-first commission plans
- ✓ Powerful technology with no extra cost
- ✓ Supportive, accessible local leadership
- ✓ Real training, not just hype
- ✓ A nationwide network of collaborative, service-minded agents
- ✓ A culture grounded in servant leadership and purpose

You deserve more than a brokerage. You deserve a partner in your success.

Discover why thousands of agents are making the move to Fathom.

[Learn More About Fathom Realty](#)