

Broker Survey: Questions & Answers

Q.1 How relevant are brokers to you?

Very	57%
Quite	38%
Not very	5%
Not at all	0%

Q.2 In general, how would you rate your experience of using brokers?

Excellent	27%
Good	67%
Mediocre	6%
Bad	0%

Q.3 Which of the following are relevant to you when choosing a broker?

Track record	69%
Recommendation	24%
Location	13%
Reputation	76%
Size of company	5%
Language	14%
Expertise	76%

Q.4 Do you prefer to use a broker?

Yes	60%
No	32%
No answer	8%

Q.5 What percentage (approx) of your negotiations are conducted through a broker?

81-100% of negotiations	13%
51-80% of negotiations	21%
21-50% of negotiations	33%
0-20% of negotiations	22%
No answer	11%

Q.6 Do you think brokers are value for money?

Yes	82%
No	8%
No answer	10%

Q.7 Do you think the communication revolution has enhanced or diminished the role of the broker?

Enhanced	55%
Diminished	20%
No difference	24%