

OUR LEGACY HANDOFF

What is Our Legacy Handoff? At some point, we all want to retire or decide to move on to other passions and pursuits in life. What happens to all of the hard work you have invested in your clients? All the contacts you have nurtured? All the leads you paid to get? How do you let go of those relationships and streams of income? What if there was a way for you to still get paid on transactions from your database in the future, and you don't have to do all of the daily, time-consuming work? That's what Our Legacy Handoff is.

You would work with The Ramsey Group to transition your database to our team and get paid on all deals your database creates as long as you keep an active & current real estate license.

How does it work? As an agent, you would work with The Ramsey Group operations to transfer your database. The Ramsey Group will coordinate mailing, emailing, calling & texting your past clients and database to share our partnership. You choose the level of involvement that works best for you.

What are the three levels of involvement?

- **Totally Done:** This option is an excellent fit if you are just DONE with real estate and yet still want to collect referral checks. Once the initial handoff is done, you are free from all responsibility regarding your database. However, we encourage you to advise us of anyone who contacts you directly. Informing them that you have partnered with The Ramsey Group to offer the same service that they received with you. This will increase the odds of you getting a check.
- **Consultant:** This option is an excellent fit for retiring agents with solid social ties or good automated lead generation system(s). You don't want to be in the day-to-day but still want to talk to people about real estate and pass along the lead to The Ramsey Group to nurture & convert. All of the grunt work, time, and costs are taken care of by The Ramsey Group.
- **Delegator:** This option is similar to a consultant; however, you convert the clients & offer advice before turning them over to The Ramsey Group. You want to be out actively listing or selling real estate.

What do I get paid? Any real estate transactions that result from your database will earn you a referral fee based on the following tiers:

Year 1	35%
Year 2*	30%
Year 3*	25%
Year 4*	20%
Year 5+*	10%

**any referral that is ready, willing, and able buyer/seller and signs a listing agreement or an offer to purchase with The Ramsey Group within 30 days from initial turnover will get a 5% bonus.*

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How do I get paid? Your firm will receive an ACH or a paper check(mailed) upon receipt of The Ramsey Group receiving a commission check. Upon processing of the commission check, you will receive an email with a notification of the direct deposit/check and a copy of the closing disclosure or HUD to show the total commission earned during the transaction. Payment is made to the firm you are affiliated with per the NCREC.

Outgoing Referrals: Any referral fee paid The Ramsey Group from your database will be paid on the same tier system as outlined above.

Example: Sales Price is \$300,000 with a 2.75% commission.

\$8250.00 – Total Commission with a 25% Referral Fee.

\$2062.50-10%= \$1856.25 – Referral commission paid to you.

Do I have to join a specific firm? No, you do not have to join our firm of Legacy Real Estate or Keller Williams to participate in Our Legacy Handoff. All commissions paid from Our Legacy Handoff will be paid to the firm you are affiliated with per the NCREC. There may be some financial savings to joining Legacy Real Estate Firm if you want to explore that option.