



Discovery Call

Once You See it, You Can't Un-See it!

What is the Brokerage Model of the Future?

In what way, or ways, does your current Brokerage compensate you?

- | | |
|----------|----------|
| 1. _____ | 5. _____ |
| 2. _____ | 6. _____ |
| 3. _____ | 7. _____ |
| 4. _____ | 8. _____ |

eXp Compensate YOU in 8 Different Ways

- | | |
|----------|----------|
| 1. _____ | 5. _____ |
| 2. _____ | 6. _____ |
| 3. _____ | 7. _____ |
| 4. _____ | 8. _____ |

1. TRANSACTIONAL INCOME

What is your current Brokerage Fee Model?

Total amount paid to Brokerage last 12 months: \$ _____

eXp's Fee Model

Split - _____ % to the Agent, _____ % to the Brokerage.

CAP - \$ _____.

eXp is not a franchise model. There is no franchise fee or royalty fee on top of the cap.

Other eXp Fees

\$ _____ Broker Review Fee on every closed transaction

\$ _____ E & O Insurance Fee on every transaction – CAPS at \$ _____/year

\$ _____ \$64.00 One time Application Fee.

\$ _____ Technology Fee – Monthly

What's Included for \$85.00 per month

- Kvcare – CRM and Digital Marketing Platform
- Skyslope – Transaction Management Software
- Goggle Storage, Email, Hangouts, etc..
- Regus Worldwide Campus Membership
- 40 Hours of live training every week

2. Stock Awards Based on Production

- Upon your First Closed Transaction You're Awarded \$_____ EXPI Stock
- Agents that join eXp and name you as Sponsor upon their first closed transaction You're Awarded \$_____ EXPI Stock
- When you CAP You're Awarded \$_____ EXPI Stock
- CAP and Close 20 Additional Transactions within the year You're Awarded \$_____ EXPI Stock.

3. Direct Stock Purchase Program

- Limited to _____% of your Gross Commission Income per month
- eXp will sell you stock at a _____% Discount automatically
- There are _____ to this stock, you own it outright
- It's like buying \$10 dollar bills for \$9 dollars a piece.

4. eXp iBuyer Program

Traditional iBuyer Companies like Zillow, Redfin and Opendoor eliminate the Realtor Commission.

- Provide Sellers with a Cash Offer within _____
- Close within _____ Business Days
- You get _____% Commission (% Based on Coop outlined in MLS or Listing Agreement)
- Fix and Flip, You get the listing and a _____% Commission upon closing. The 4% includes a 2.5% Coop.

5. iBuyer Referral Fees

- Refer friends and family to the iBuyer program and receive a 25% referral fee.

6. Mortgage Company Dividends & Revenue Share

You can purchase shares of stock in F1RST CLOUD MORTGAGE and receive quarterly dividends and revenue share based on the number of transactions you close through F1RST CLOUD MORTGAGE.

7. Foreign Currency Exchange Commissions

eXp is aggressively looking for ways to help their agents make more money. You can earn commissions through eXp and their Foreign Currency Exchange company by referring International clients to their FCE division.

8. Revenue Share

- eXp shares _____% of the Gross Revenue derived from Agent CAP Contributions back to _____ who help them grow!
- Within the next 30 days, let's assume that you could attract _____ agents to eXp who name you as their sponsor
- Within the next 30 days, let's assume that each of those 5 could attract _____ to join eXp and they name that agent as sponsor
- That would total _____ in your first tier
- And _____ in your second tier

- $5 \times \$2,800 = \$$ _____
- $25 \times \$3,200 = \$$ _____
- TOTAL INCOME = \$_____

Tier	Paid Per Year	Agents Required Tier 1
1	\$2,800	1+
2	\$3,200	5+
3	\$2,000	10+
4	\$1,200	15+
5	\$800	20+
6	\$2,000	25+
7	\$4,000	40+

- Once an agent attracts _____ agents to their Tier 1, from that day their revenue share team will grow to _____ within _____ months
- Average income to you per agent per year is between \$_____ and \$_____
- $625 \times \$$ _____ = \$_____
- To earn passive income of \$_____ per year with a 5% Return on investment, I'd need to invest \$_____ cash.
- The value of this business would be \$8,333,000 at a 6% Capitalization Rate.
- You've built this business with zero risk and zero liability.