



## 2026 COMMISSION PLANS

Please contact Beth Wallace with any questions or if you are interested in more information to considering joining our office or our team!

**Managing Broker:**

Beth Wallace

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*Applies to all plans*

**\* 1% of gross commissions are billed monthly for all commission options, paid directly to RE/MAX international.**

**\*\* RE/MAX International, local MLS and other Realtor associated associations are paid separately.**

### **100% Commission Plan**

- \$1250 per month - \$15,000 total tax-deductible office fee
- You receive 100% of all your commissions
  - *Sales volume of \$500,000 at 3% or \$750,000 at just 2% covers office fees for the year. **Your entire year of office fees could be paid in just 1 or 2 sales!!***

### **70/30 Commission Plan** \*100% commission after cap is achieved.

- \$250 per month until you reach the cap of \$15,000
- 30% of each commission check is deducted until cap is reached
  - Just \$50,000 in gross commissions (approx. \$500,000 total volume) is needed to reach the cap.
- **Once cap is met - Commissions are paid out at 100% and the monthly office fee is WAIVED for the remainder of the calendar year.**

### **80/20 – Upfront Monthly Fee – Transaction Fee** \*100% commission after cap is achieved.

- \$3000 paid upon joining. No monthly fee for the remainder of the calendar year
- 20% of each commission check is deducted until cap of \$15,000 is achieved
  - \$75,000 in gross commissions is needed to reach the cap.
- \$395 transaction per closing *\*this can be charged to the buyer*
- **Once cap is met - Commissions are paid out at 100%**

**ASPIRE Program, 1<sup>st</sup> 12 months with the office** \*100% commission after cap is achieved.

- No Upfront office fee
- \$50 Monthly office fee
- 20% of each commission check is deducted until cap of \$15,000 is achieved
  - \$75,000 in gross commissions is needed to reach the cap.
- \$395 transaction per closing *\*this can be charged to the buyer*
- **Once cap is met - Commissions are paid out at 100%**
- After the 1<sup>st</sup> year with the office Agent can choose from any of the 3 compensation plans above

**Additional Benefits and Training:**

**Months 1-6:** Agents are enrolled in the REMAX tailored version of Buffini & Company's 100 Days to Greatness, through BoldTrail platform. + Add 100 contacts to MAX/Tech + Log 50 tasks

**Months 7-12:** Agents are enrolled into the Buffini & Company's Certified Full-Service Professional Courts

**Agent Requirements:** Complete all course videos in 100 Days to Greatness + Add 100 contacts to MAX/Tech + Log 50 tasks and/or appointments in MAX/Tech

**Team Plan**

**Team member caps at \$10,500 = sales of \$350,000 at 3% commission.**

- \$250 per month for 12 months - paid by Team Leader.
- 30% or a min of \$500 per deal is deducted until the member reaches the cap of \$10,500 (35k in gross commissions is needed to reach \$10,500 cap). 30% deduction (and cap) reset each January
- Commissions are always paid to both the Team Leader and Member ~ specific disbursement split is decided upon by the leader and member.
- Once the commission cap of \$10,500 is reached the Team receives 100% of commissions.
- All sales (MLS) are credited to the Team Leader. Team Members are to promote themselves a "XYZ Team Member" as opposed to independent agents.

**\*\*Benefit from mentoring and guidance from veteran career agent(s) in the office.**