

# MONTHLY NEWSLETTER

**"ONE SECRET OF SUCCESS IN LIFE IS FOR A  
MAN TO BE READY FOR HIS  
OPPORTUNITY WHEN IT COMES." –  
BENJAMIN DISRAELI**



Aloha to all,

We are thrilled to present the **Industry Disruptive Commission Compensation Plan** with three incredible opportunities for you to maximize your earnings in 2024! Implementation? Effective Immediately! There is absolutely NO CAP to the highest 95% commission tier now, which allows any agent who successfully closes three deals to enjoy the financial privileges of being a Top Producer.

The best part? You won't have to worry about additional expenses such as "Desk Fees" or "Office Shared Expenses Fees." Additionally, you will also receive residual passive income for bringing new talents to our team of dedicated and accomplished Real Estate Professionals. Learn more about the "rule of 3"!

But wait, there's more! As you continue to excel in your career, you will have the chance to earn another reward: co-ownership of our esteemed Mortgage Joint Venture Company in partnership with First Aloha Title and Escrow JV Company with the added benefit of four annual Dividend income payments distributed four times a year!

**We are committed to your success and believe that these opportunities will propel your career to new heights. The Opportunity is here, seize these remarkable benefits!**

\*Do not miss our Office Meeting to learn more!




(\*or contact our Sales Director Eric or our Principal Broker "Sensei Phil" to schedule 15 min 101 in case you can not attend)

★USA

# 2023 RE/MAX® vs. THE INDUSTRY

Choose the brand with outstanding agents, leading brand awareness and an unmatched global presence.

## NATIONAL, FULL-SERVICE BROKERAGE BRANDS

	TRANSACTION SIDES PER U.S. AGENT <sup>1</sup>	U.S. TRANSACTION SIDES	U.S. BRAND AWARENESS (UNAIDED) <sup>2</sup>	COUNTRIES & TERRITORIES	OFFICES WORLDWIDE	AGENTS WORLDWIDE
<b>RE/MAX</b>	<b>13.3</b>	<b>781,377</b>	<b>34.0%</b>	<b>110+</b>	<b>9,175</b>	<b>144,014</b>
	8.9	56,099	0.1%	6	500	8,000
<b>COMPASS</b>	7.4	210,365	1.2%	1	502	28,237
	6.9	91,606	2.1%	35	2,400	42,300
<b>Weichert</b>	6.7	96,400	1.9%	1	500	14,400
	6.4	608,728	16.3%	39	2,900	103,400
<b>CENTURY 21</b>	6.2	298,562	25.3%	85	13,600	148,600
	6.2	1,047,548	12.7%	60	1,100	191,877
	6.1	307,235	6.0%	13	1,500	50,775
	5.9	132,230	2.3%	81	1,100	26,300
	5.9	72,053	1.7%	6	400	12,400
<b>REALTYONEGROUP</b>	5.5	100,374	0.3%	13	400	18,000
	5.4	397,138	0.9%	24	NA	87,000
	3.3	80,200	0.5%	1	200	24,000

Data is full-year as of year-end 2022, as applicable. Except as noted, Colwell Banker, Century 21, ERA, Sotheby's and Better Homes and Gardens data is as reported by Anywhere Real Estate on SEC 10-K, Annual Report for 2022; Realty Executives, Compass, Weichert, Keller Williams, Berkshire Hathaway HomeServices, Realty ONE Group, HomeSmart and exp Realty data is from company websites and industry reports. U.S. transaction sides per agent are calculated from the T3 Sixty Real Estate America Enterprises report. It cites 2022 residential transaction sides and agent counts, some of which it estimates when company elected not to provide. NIMF Strategy Group study of unaided awareness among buyers, sellers, and those planning to buy or sell asked when they think of real estate brands, which ones come to mind? ©2023 RE/MAX, LLC. Each Office Independently Owned and Operated. 25\_288



## SALES DEPARTMENT

Exciting news! Our new Real Estate Webmasters website has officially launched, and we're thrilled to announce that team training sessions will commence on February 15th at 10 am. This cutting-edge system offers newer agents a unique opportunity to establish their pipelines and leverage action plans designed to guide buyers and sellers through the real estate journey with finesse.

Live call training has proven to be incredibly valuable, especially for agents who may experience call reluctance. Remember, consistent prospecting is the cornerstone of success in this industry. If you're not prospecting every single day, then you're not truly working! I urge each of you to dig deep, embrace discomfort, and make this year your most successful yet.

With interest rates on the decline and heightened interest from both buyers and sellers compared to last year, now is the time to seize every opportunity. Don't wait idly by for the phone to ring—take proactive steps to claim your unfair share of success in the market! Let's make 2024 a year of unprecedented achievements together.



**ERIC STILES**  
Sales Manager

## PERSONAL DEVELOPMENT



**Phillip Legare**  
PRINCIPAL BROKER

The act of writing creates so many more neural connections (than typing) due to having to create the physical shape of what you are writing. Typing taps into memory of where letters are on a keyboard.

Writing taps into memory of how to create letters, how to space them, how to size and place them in the space you are using to write on, etc. The memory bond for what you write has been proven to be much stronger (than typing) because of these complex connections you have to make when writing. This means we remember words we write much more so than when we type them and is why all the success and Self-Development guru's encourage us to journal every day. Darren Hardy is so big on writing to remember that he has notebooks, journals and workbooks for all of his self-development courses. The Business Master Class notebook is made with Corinthian leather and is an exquisite piece of art to encourage us to fill it up with notes. So the next time you are in a class and want to remember what you saw and heard, take a note! Check out this short video for more information on this topic.

"We Go Together"

[Science in Brief: Decoding Text from Brain Activity via Imagined Handwriting](#)

## PROPERTY MANAGEMENT

Aloha Everyone!

We have 4 homes for rent. 2 bedroom in Wahiawa, 4 bedroom in Ewa, 2 Bedroom in Kapolei and a furnished unit on the water in Ewa. Please have inquiries reach out to me directly thru TEXT only. They must have 650+ credit. You can also send them to this website for all rental inquiries. Hicentral.com.

The market is changing and your listing most likely isn't selling as fast as several months ago. Your sellers need to move asap and can't afford having their property just sitting on the market? Introduce them to Sasha from our property management department. We are growing rapidly and have several plans to offer for our clients. Call 808.393.9800 for a free rental analysis!

Also, we would love to work with you and your clients! If you have clients, friends, or family members who can't find the right place to rent, let me know! Maybe we have something for them! Our upcoming rental listings that are not on the MLS yet:

Also, check our website: <https://www.hawaiipropertymanagementteam.com/availability>.



**SASHA ELLUL**  
Property Management Expert

Aloha Everyone,

I hope everything is going well for you. Please have a quick check on the closing packet of documents before signing the closing checklist if you have close properties to ensure that everything that was marked there was indeed there. I can also assist you with entering incoming listings and uploading photos to MLS. Please let me know if you have any weekend open houses, I can assist you in requesting and advertising flyers.

Thank you so much!



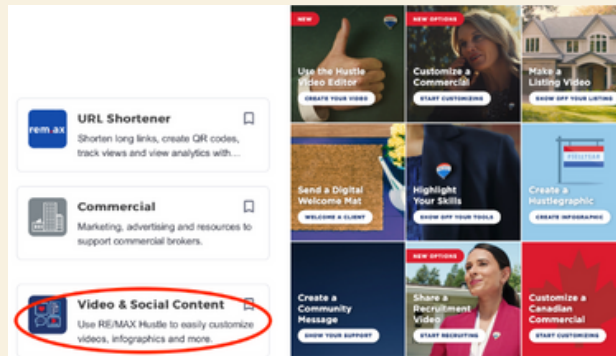
**Noha Asterios**  
(VA Support Team Manager)

**Aloha Team Happy February!**

MAXCENTER has a TON of incredible resources for you to use.

It can seem overwhelming by the sheer amount of things available on there; but taking some time to browse through the different apps available, news, resources, etc is worth the time spent!

Take for example “RE/MAX Hustle”, right in your “apps & tools” section under “video & social content”. It is a FREE tool to easily & quickly create & customize your own advertising videos, commercials, etc.



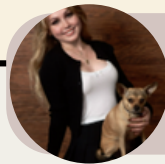
If there is enough interest, I’m more than willing to do a basic class on MAXCENTER. However, it is ultimately up to you to find what tools/resources would benefit you the most.

MAXCENTER is integrating with kvCORE this month to create “MAX/Tech Powered by kvCORE”. There will be A TON of useful resources at NO EXTRA COST. I am currently in the process of activating our office kvCORE account. Once kvCORE is activated, I will be able to help everyone else get integrated onto “MAX/Tech Powered by kvCORE”. Stay tuned for further news on “MAX/Tech Powered by kvCORE”.

**RE/MAX ALOHA HOMES SUPPORT DIRECTORY & HELPFUL LINKS**

**Visit the link above to view a directory of our basic office functions and frequently asked questions. All links are clickable for your ease.**

**Thanks all! Let’s keep up the amazing productivity & have an amazing 2024!!**



**TIFFANY**  
Office Admin Mngt