

You Can  
BUILD YOUR BUSINESS



We believe in building wealth for our agents by offering multiple revenue streams and competitive compensation plans. Earn more with our competitive commission structure.

**HOW AGENT COMMISSIONS ARE CALCULATED**



- 80/20 commission split
- \$149 start-up fee
- \$16,000 annual cap
- \$85/mo cloud brokerage fee

FEES	PRE-CAP	CAPPED
Transaction Review Fee	\$25/file	\$25/file
Risk Management Fee	\$60/file (caps at \$750)	\$60/file (caps at \$750)
Capped Transaction Fee	\$0	\$250/file (caps at \$5000) <i>THEN- \$75/file</i>

**A Team at eXp Realty is defined as:**

One Team Leader; and One or more licensed agents working as a Team Member with a Team Addendum at eXp Realty.



	DOMESTIC	STANDARD	MEGA
Minimum in Company Dollar	\$16,000	\$8,000 Reduced "Quarter-Cap" for Team Members	\$4,000 Reduced "Quarter-Cap" for Team Members
Required Written Agreement	—	YES	YES
Min. Number of Transactions to Maintain a Reduced Cap	SHARES ONE CAP	30	120

For more information on Team Commissions go to: <https://joincanzell.com/teams/>

REWARDS

# You Can EARN OWNERSHIP STOCKS



Explore unique opportunities to earn additional income streams. eXp offers multiple equity programs that provide agents with the opportunity to earn stock options and build wealth. Agents can participate in these programs by generating revenue and contributing to the company's growth, providing a tangible stake in their success.

## HOW YOU EARN REWARDS

**EQUITY AWARDS THROUGH INCENTIVE PROGRAM** →

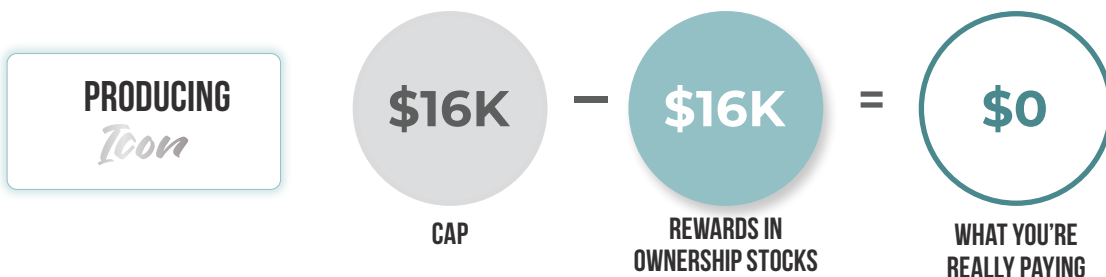
- \$200 of EXPI stock for first transaction closing
- \$400 of EXPI stock when agents cap
- \$400 of stock for directly attracting another agent after the agent closes their first transaction

**AGENT EQUITY COMMISSION PROGRAM** →

- Voluntarily enroll to receive 5% of net commissions from closed transactions at a 5% discount effective March 1, 2024.
- ~65% of agents and brokers participate in the program

**ICON AWARD** →

- Top agents receive up to \$16,000 in stock upon the achievement of certain production and cultural goals within their anniversary year.



You Can  
UNLOCK EARNING POTENTIAL



eXp Realty’s Revenue Share 2.0 empowers agents to build a sustainable business. When you sponsor new agents, you’ll earn a generous portion of their commission revenue on an ongoing basis. The more agents you bring on, the greater your earning potential.

**REVENUE SHARE 2.0**

Tier 1-3 Automatically Unlock

TIER		EXPANSION SHARE (% of AGCI)	EXPONENTIAL SHARE (% of AGCI)	1ST TIER AGENTS NEEDED (FLQRs)	MAX POTENTIAL PER AGENT (per year)
Tier 1	TIER 1-3 UNLOCK IMMEDIATELY	///	17.5%	1+	\$2,800
Tier 2		1.0%	19.0%		\$3,200
Tier 3		0.5%	12.0%		\$2,000
Tier 4	UNLOCKED FOR CAPPING AGENTS	0.5%	7.0%	5+	\$1,200
Tier 5		0.5%	4.5%	10+	\$800
Tier 6	UNLOCKED FOR ICON AGENTS	2.5%	10.0%	15+	\$2,000
Tier 7		2.5%	22.5%	30+	\$4,000

**TIER 1-3 UNLOCK RIGHT AWAY**

**TIER 4 & 5 OPEN UP FOR CAPPING AGENTS**

**REVENUE SHARE CAPPING INCENTIVE PROGRAM**

The Revenue Share Capping Incentive program unlocks levels 4 & 5 for a 13 month period beginning the first day of the month following your capped reach date.

**TIER 6 & 7 OPEN UP FOR ICON AGENTS**

**ICON INCENTIVE PROGRAM**

The ICON Incentive Program opens up all 7 levels for a 13 month period beginning the first day of the month following your ICON benefit start date.

# What makes CANZELL DIFFERENT



## OWNERSHIP STOCK

### MULTIPLE WAYS TO EARN OWNERSHIP STOCK

*Back in stock when you are an icon agent.*

## REVENUE SHARING



**POTENTIAL TO EARN UP TO**

**50%**

*of its revenue or company dollar with its agents before expenses are removed.*

## REVENUE SHARE CAPPING INCENTIVE PROGRAM

### What is it?

Credits Capped agents 10 FLQA (Front Line Qualified Agents) for 13 months, unlocking up to 5 levels of revenue share earning potential

### What do you get?

Unlock additional revenue share earnings at level 5, enhancing your income potential over the next year.

### How do you qualify?

Reach your eXp cap through your closed transactions.

### Why it matters?

This program allows you to accelerate your growth, opening up higher revenue share opportunities.

## LEADS

Get Leads from our Revenos program for no upfront fees and a referral fee at closing.



## HEALTH INSURANCE

**exp** REALTY | AGENT HEALTHCARE BY CLEARWATER

Created by Clearwater Benefits, healthcare is more than insurance—it's better healthcare for peace of mind.

## ICON INCENTIVE PROGRAM

### What is it?

Credits ICON agents 30 FLQA (Front Line Qualified Agents) for 13 months, unlocking all 7 levels of revenue share earning potential.

### What do you get?

Access to the full potential of our revenue share system, empowering you to build lasting financial success.

### How do you qualify?

Become an ICON Agent through the eXp ICON Program.

### Why it matters?

It's designed to fuel your long-term earning potential, giving you even more opportunities to scale your business.



# Everything You GET WITH CANZELL



## **eXp World**

where agents and staff log into [exp.world.com](http://exp.world.com) and attend meetings, classes, and events.



## **Workplace and Workplace Chat**

This platform is eXp Realty agents' favorite place to connect privately or through chat groups such as the popular eXp Water Cooler chat room.



## **eXp Enterprise**

Everyone loves a good dashboard and eXp Enterprise provides it. eXp Realty agents can view everything about themselves and their business.



## **eXp University**

A robust learning center that offers 80+ live classes a week in eXp World.



## **360 Home**

360 Home creates a strong connection between consumers and agents through the entire homeownership lifecycle, including offering home values, searching for a new home, and information about moving.



## **SKYSLOPE**

eXp Realty agents use this transaction management platform to manage the tasks and processes.



## **MyeXp**

MyeXp mobile and web app is an all-encompassing tool for eXp Realty agents to manage their real estate business on the go.



## **Luna**

The OpenAI-powered support chatbot available to eXp agents.



## **eXp Exclusives**

Designed to provide eXp agents and their clients with unprecedented access to a vast network of on-and-off market listings.

## **ZOOCASA**

### **Agent Accelerator**

This program is exclusive to eXp Realty agents and is offered by Zoocasa, a property search portal owned by eXp Realty.