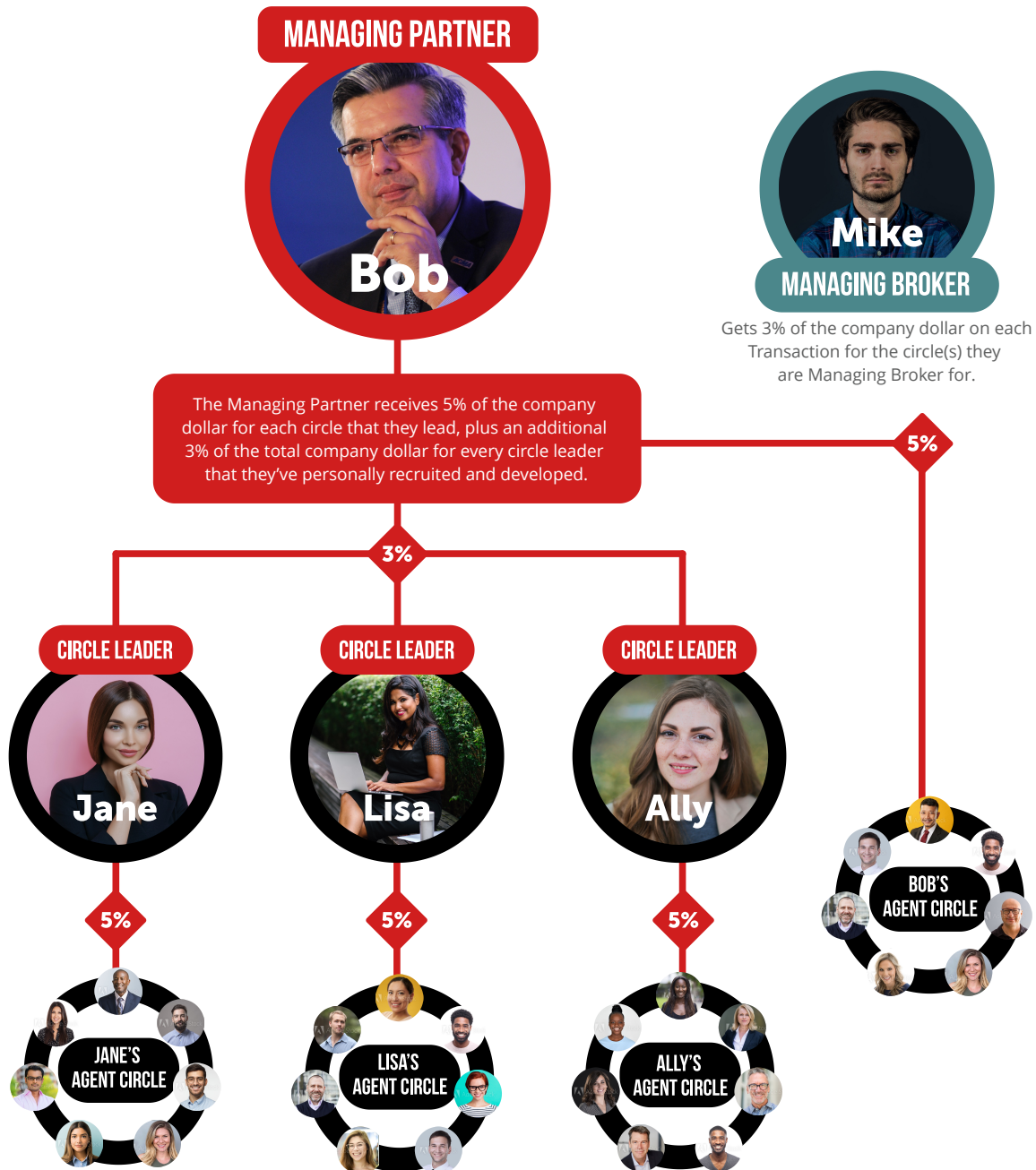


CANZELL LEADERSHIP

Leadership is completely different from sponsoring agents! You are also able to earn money by leading new agents and creating your own circles within the company.



**All percentages are taken off the Company Dollar

HOW EACH CIRCLE IS ORGANIZED



**Every circle will have a
Managing Partner, Circle
Leader, Managing Broker
and Virtual Office Assistant.**

You will also have a group of people that you can connect and mastermind with that can inspire you to exceed your career goals!



MANAGING PARTNER

Oversee and grow Circle Leaders. They can also help you grow your very own circle!



CIRCLE LEADER

Drives your sales and provides you with coaching, training and professional support.



MANAGING BROKER

Helps navigate the constantly changing contracts and forms in your local area.



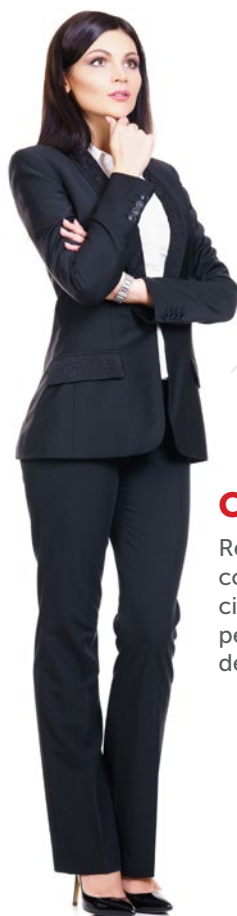
VIRTUAL OFFICE ASSISTANT

Assists with transaction coordination on your files and process commissions.

LEADERSHIP OPPORTUNITIES

Leadership is completely different from sponsoring agents! You are also able to earn money by leading new agents and creating your own circles within the company.

The Managing Partner receives 5% of the company dollar for each circle that they lead, plus an additional 3% of the total company dollar for every circle leader that they have personally recruited and developed.



CREATING CIRCLES

As Managing Partner you get 5% of the company dollar for each circle you lead.



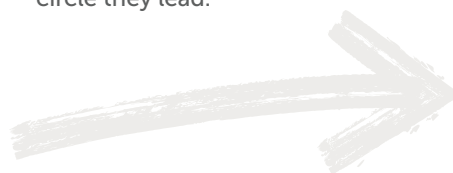
CIRCLE LEADERS

Receive 3% of the total company dollar for every circle leader that you personally attract and develop.



WATCH THEM GROW

The leaders you produce receive 5% of the total company dollar for every circle they lead.



The Managing Broker gets 3% of company dollar on every transaction for the circle(s) that you oversee.

LEADERSHIP INCOME

If your Circle made \$70,000 this month in company dollar, that means you would make an additional \$8,000 in revenue this month!



5% OF YOUR CIRCLE'S COMPANY DOLLAR

$\$70,000 \times 5\% = \$3,500$



3% of *Circle Leader 1* company dollar

$\$50,000 \times 3\% = \$1,500$



3% of *Circle Leader 2* company dollar

$\$60,000 \times 3\% = \$1,800$



3% of *Circle Leader 3* company dollar

$\$40,000 \times 3\% = \$1,200$



CIRCLE LEADERS

Receive 3% of the total company dollar for every circle leader that you personally attract and develop in your circle.

These Circle Leaders will then receive 5% from new Circle Leaders they develop and manage.



You can earn income from the Circles you lead, as well as additional income from the people that have become Circle Leaders in your Circle.

THE MENTOR *PROGRAM*

Agents who are new to the industry are paired with seasoned mentors for guidance through their first four transactions.

With The Mentor Program, seasoned agents will help new agents with their listing appointments, meet and greets, CMA's and much more!



Through this program, you will receive 25% of their first **4 transactions.** We have some mentors making up to **\$100,000 a year!**

HOW WE HELP *GROW YOUR BUSINESS*

At other companies, you attend training and you are left to figure out everything else on your own.

At CR, new agents with less than 4 transactions in the past 12 months will be assigned a mentor*, who has extensive knowledge and will train you on all procedures needed to be successful with our company.

The mentorship program is important to your success because you have live, hands-on training with an experienced real estate agent who has a proven track record of success in our company.

They can answer questions, review contracts and are available during your time at CR.

YOUR MENTOR WILL:

- Assist you with meet and greets
- Help you prepare a CMA
- Master your Listing and Buying presentations
- Review contracts
- Answer any and all questions you may have
- Shadow you on appointments
- Lead generation and conversion tactics

Mentoring and training new agents
can earn you an additional
\$100K+ annually!

* For brand new agents or agents who have done less than 4 transactions in the last year before joining us: We suggest hiring a Mentor to help you succeed. Twenty five percent, after split, of your first four transactions will be given to your mentor for helping you succeed. That is their compensation for the assistance they give you. This is for new agents that have closed less than four transactions in their last 12 months. If you have closed four or more transactions you are excluded from the mentorship program. See your Circle Leader for additional exceptions.

TRANSACTION

COORDINATION PROVIDED

TRANSACTION COORDINATION

The buyer or seller covers the \$395 transaction coordination fee which is split between Corporate and the Transaction Coordinator. Work with our in-house transaction team or hire your own local licensed transaction coordinator.



\$200

\$200 paid to Transaction Coordinator or Department:

- All aspects of buyer & seller transactions from executed purchase agreement to closing.
- Coordination of title/escrow, mortgage loan and appraisal processes.
- Regular updates & communication with clients, agents, title, lender, etc.
- Submitting all necessary documentation to office broker for file compliance.
- Inputting all client information into transaction database system.
- POA & COA



\$195

\$195 paid to Corporate office covers:

- Automated reminders to keep your closing on track
- Showing scheduling service through ShowingTime
- Electronic transaction management through Brokermint
- Quality Control

Per CanZell Realty policy, transaction coordinator must be a licensed agent with CanZell or a national transaction company such as transactly.com.