



CPJ ULTIMATE CHOICE

...Mind

Your

Business

Monthly Update



HouseKeeping



- Can everyone hear me and see PP?
- Please type your questions in Chat section
- Attendees will be on mute
- We will have Q&A session at the end



Agenda



- New Website Overview
- DotLoop Forms & Contracts
- Updated Commissions & Production Levels
- Revenue Sharing
- Recruiting Campaign & Incentives
- Changes/Updates in State Licensing Laws
- Future Monthly Meetings
- Training Webinars
- Q & A



Annual Production Levels



- Plan 1 – 65/35 (\$100,000 - \$1,500,000)
- Plan 2 – 70/30 (\$1,500,000 - \$2,500,000)
- Plan 3 – 75/25 (\$2,500,000 - \$3,000,000)
- Plan 4 – 80/20 (\$3,000,000 - \$4,000,000)
- Plan 5 – 90/10 (\$4,000,000 - \$5,000,000)
- Plan 6 – 100% (\$5,000,000+) \$2,500 Monthly Fee Applies
- Plan 7 (\$450 per closed transaction side – *Flat Fee)
 - Minimum 70+ transactions sides annually
- Plan 8 (Team Min. \$3,000,000 - \$4,000,000 + \$6,000 annual company \$ each team member (\$500 per month for 2 or more members) + \$1,500 Monthly Fee to Team Leader

CPJ Ultimate Choice Compensation Plans & Fees



Monthly Fees \$113

Tech Fee

MLS Access Fee

E&O Insurance

ShowingTime Service

Training & Coaching

No Desk Fee

No Transaction Fee

NO FRANCHISE FEE

Revenue Sharing Opportunity



- **Additional Income Potential**
 - **Ultimate Sales Coach (USC)**
 - Earn 5% of coached agent's commission (comes directly from the Company's profits).
 - USC(s) are paid on agents they coach (maximum 10 agents per coach).
 - *Recruiters only (Paid recruiting bonus from the new recruit's first closed transaction) * Will be spread over first three closings in equal installments if company dollar generated is less than \$1,000 for each closing.



Brokerage shall pay Agent a “recruiting” bonus based on the new recruit’s last twelve (12) months closed production, validated either by, 1) reports provided by the new recruit or 2) MLS data for the preceding twelve (12) month period. The amount of recruiting bonus is as follows, and will be paid once the new recruit closes their first transaction with Broker (Company dollar from commission must be \$1,000 or more).

Previous 12 Month’s Unit* Production	Bonus Paid @ First Closing	Retention Bonus (Paid Per Broker Closed Unit/Side*) for Month’s 0-12
New Agent	\$150.00	\$50.00 Per Closed Unit
*1-4 Closed Units	\$250.00	\$50.00 Per Closed Unit
*5-9 Closed Units	\$350.00	\$50.00 Per Closed Unit
*10-18 Closed Units	\$500.00	\$50.00 Per Closed Unit
*19+ Closed Units	\$1,000.00	\$50.00 Per Closed Unit

*Net Company Dollar must exceed paid bonus to receive full bonus amount.



Changes in Ohio Real Estate Laws

- Several HBs out there recommend you visit State to review or read bills.
- Copy of handout from Industry Update placed in your mailbox.
- HB 532 requires brokerages to submit “Principal Broker”, “Associate Broker”, and “Management Level Licenses” statuses.
- Contemporaneous Offers

2017 Sales Meetings



- June (10)
- July (15)
- August (12)
- September (9)
- October (14)
- November (11)

- Training Webinars TBA



Q & A

Thank you so much for yOur time today!