



How Does Rev Share Work?

Revenue Share

Other brokerages have their own version of revenue share, but individual agents don't always benefit. Real determined we could do it better by being honorable to every agent that joins our company. At Real, we built our highest payout into the initial tier, so that if you're working with other agents who you think are strong producers, you're motivated to bring them on board. Every agent who builds the company receives the same reward regardless of the number of agents you invite and support in the company.

How does revenue sharing work?

Agents who bring other agents to Real as a sponsor are eligible for a pre-defined portion of Real's 15% split. Real's revenue share model is unique because higher percentages are awarded for the initial tiers of agents. We choose to give our marketing dollars back to our agents for helping us grow the company.

- In Tier 1, which is made up of agents 1-9, a sponsor can receive 5% of each downline agent's commission—up to \$4,000 CAD maximum.
- In Tier 2, which is made up of agents 10-14, a sponsor can receive 4% of each downline agent's commission—up to \$3,200 CAD maximum.
- In Tier 3, which is made up of agents 15-19, a sponsor can receive 3% of each downline agent's commission—up to \$2,400 CAD maximum.
- In Tier 4, which is made up of agents 20-24, a sponsor can receive 2% of each downline agent's commission—up to \$1,600 CAD maximum.
- In Tier 5, which is made up of agents 25 and up, a sponsor can receive 1% of each downline agent's commission—up to \$800 CAD maximum.

When is each tier unlocked?

Tiers are unlocked at the following levels:

Tier 1 – Agents 1-9

Tier 2 – Agents 10-14

Tier 3 – Agents 15-19

Tier 4 – Agents 20-24

Tier 5 – Agents 25+

What does a sponsor need to do to remain eligible for revenue sharing?

Agents must pay a minimum of \$450 CAD in splits or post-cap fees to Real every six months to remain eligible for revenue sharing. The annual brokerage fee and personal deal fees do not count toward this eligibility. Agents do not have to cap to remain eligible.

Do agents have to cap before revenue sharing is activated?

They do not have to cap, but they do have to remain active by closing \$450 CAD in company dollars every 6 months as noted above.

What happens if a downline agent becomes non-producing or leaves Real?

The upline agent will continue to receive revenue share at the Tier 1 level (5%) for all producing agents that remain with the company in addition to rev share from any unlocked tiers. However, if the number of agents they've sponsored falls below the level needed to keep a tier unlocked (either because agents leave Real or become non-producing), then those agents will need to be replaced or reclassified as producing before you can unlock that tier again. Ex. You bring 15 agents to Real, unlocking Tiers 1, 2 and 3. But then two of your agents are classified as non-producing. You will continue to receive Tier 1 and Tier 2 revenue share, but your Tier 3 status will be held by Real until those two agents are reclassified or replaced.

What happens if an upline agent becomes non-producing or leaves?

Nothing changes as long as the remaining upline agent has enough Tier 1 agents to unlock those additional tiers. The tree doesn't collapse; the company assumes the position of the agent who left. This is part of what builds sustainability in our model. Ex. If an agent on my Tier 2 leaves Real, and they have 100 agents below them, Real

assumes the Tier 2 position, and I continue to receive rev share as long as I have at least 15+ producing agents on my Tier 1.

How long after their join date does an agent remain eligible before they are required to produce?

A new agent has a 6 months grace period from their join date where the agent is considered producing without meeting the \$450 CAD commission requirement. If the agent does not meet the \$450 CAD requirement during the grace period, they become non-producing. This grace period is granted only once, when the agent first joins; it does not repeat after the anniversary date. Furthermore, if an agent reaches their annual cap, then the agent is considered automatically producing until their next anniversary, independent of how much they've made in the last 6 months. In other words, we consider all capped agents automatically producing; the \$450 in 6 months rule only applies to non-capped agents.

MONTHLY REVENUE SHARE PAYOUT CEILING

Each month, you can earn 100% of up to \$85,000 CAD in revenue share earnings. Earnings in excess of \$85,000 CAD per month will be split on the sliding scale outlined below:

MONTHLY REVENUE SHARE PAYOUT	% PAYOUT TO AGENT	MAXIMUM PAYOUT TO AGENT
\$1 – \$85,000	100%	\$85,000
\$85,001 – \$170,000	85%	\$157,250 = (\$85,000 * 100%) + (\$85,000 * 85%)
\$170,001 – \$255,000	75%	\$221,000 = (\$85,000 * 100%) + (\$85,000 * 85%) + (\$85,000 * 75%)
\$255,001 – \$340,000	70%	

		$\$280,500$ $= (\$85,000 * 100\%)$ $+ (\$85,000 * 85\%)$ $+ (\$85,000 * 75\%)$ $+ (\$85,000 * 70\%)$
\$340,001 – \$425,000	65%	$\$335,750$ $= (\$85,000 * 100\%)$ $+ (\$85,000 * 85\%)$ $+ (\$85,000 * 75\%)$ $+ (\$85,000 * 70\%)$ $+ (\$85,000 * 65\%)$
\$425,001+	60%	$= (\$85,000 * 100\%)$ $+ (\$85,000 * 85\%)$ $+ (\$85,000 * 75\%)$ $+ (\$85,000 * 70\%)$ $+ (\$85,000 * 65\%)$ $+ (\text{rest of earnings} * 60\%)$

All amounts in the above table are CAD

When does a sponsor receive payment for agent revenue share?

Revenue Share payments are paid out mid-month of the month following the closing of the sponsee's transaction who is in an unlocked tier of the sponsoring agent.

If you have additional questions, please watch this [video](#).

If you need further assistance, please contact our Support team by emailing supportCAD@therealbrokerage.com or through the Support tab on your mobile app.

