



Producing Agent Policy

PRODUCING AGENT POLICY

Agents must be active and pay \$650 in splits and/or post-cap fees to Real every 6 months to be considered producing and eligible to receive revenue share.

Grace Period: A new agent has a 6-month grace period from their join date where the agent is considered producing without meeting the \$650 split and/or post-cap fee requirement. If the agent does not meet the \$650 requirement before the completion of the grace period, they become non-producing at the 6-month mark. This grace period is granted only once when the agent first joins; it does not repeat after the anniversary date.

Annual Cap: 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 \$650 in 6 months rule only applies to non-capped agents.

However, if a capped agent has not paid the \$650 in splits and or fees within the six months prior to their Anniversary reset date, ***they will roll into a non-producing status on their Anniversary reset date.***