



Elite Agent Program

Individual Agents or Team Leaders on a \$12,000 Cap who achieve exceptional sales volume and embody the core cultural values of Real are offered the opportunity to earn Elite Agent status.

How Does an Agent Qualify as an Elite Agent?

To reach Elite Agent Status, one of the following production benchmarks will need to be met:

- Pay the full annual cap and generate \$6,000 in post transaction fees.

-OR-

- Achieve a minimum GCI of \$500,000 and 10 completed transactions at \$1 million or above.

What Benefits Does an Elite Agent Receive?

- Upon achievement of the production benchmark, the Elite Agent will be awarded \$16,000 in stock. ***All shares in this program are Restricted Stock Units and have a 3 year vesting period. The agent will have to remain in good standing with the company throughout the vesting period.*
- Elite agent's enjoy a reduced post cap transaction fee of \$100. ***Capped Team Members where the Team Leader had achieved Elite Status will also be able to enjoy the reduced post cap fee.*