

FEES

- No sign up fee
- No monthly fees
- \$195 transaction fee on every transaction (charge to customer)
- \$500 annual fee withheld from first deal each year for technology and E&O

TECH & MARKETING PACKAGE

Listing Power Tools – proprietary listing marketing system
- receive one free Listing Power Pack per listing

Chime – CRM, IDX, lead management, website builder and lead capture. Includes free enterprise license, dedicated instance upgrade available

DotLoop – contract management, document storage, e-sign, LptConnect integration

LptConnect – proprietary business operations tool, one portal to manage everything

Luxury Collection – luxury marketing packages - bespoke property collateral, billboards, digital, starting at \$599

Every agent receives Lpt Realty's Tech & Marketing Package

REVENUE SHARE

RevShare is a way to reward agents for sponsoring other agents into Lpt Realty. Lpt Realty retains 50% of the company dollar and allocates 50% of the company dollar to the Per Transaction Revenue Share Pool to be allocated at the percentages below.

The Revenue Share Pool is allocated to any eligible RevShare Partners who are in the 7 level upline of the transacting agent. The chart below shows the allocation of the 50% placed in the Revenue Share Pool.

Tier	%	Minimum Active Direct Sponsored	Maximum Potential Per Business Builder	Maximum Potential Per RevShare Partner
Tier 1	31%	1	\$775	\$2,325
Tier 2	18%	4	\$450	\$1,350
Tier 3	7%	8	\$175	\$525
Tier 4	7%	12	\$175	\$525
Tier 5	7%	16	\$175	\$525
Tier 6	10%	19	\$250	\$750
Tier 7	20%	20	\$500	\$1,500

Business Builders do not receive income from Revenue Share Pool

REAL ESTATE FIRST...

To encourage agents to focus on [real estate sales](#) vs recruiting and help agents [reach 100% Commission](#) on real estate sales sooner, agents must first have one full Core Transaction and RevShare is applied to Cap first.

Lpt Realty requires [significantly less Active Direct Sponsored Agents](#) than other models allowing agents to focus on Real Estate Sales and not focus on recruiting to [unlock all 7 levels](#).

To provide a [level playing field](#) for agents focused on real estate sales vs recruiting, agents are [prohibited from offering any "thing of value" for being named as a sponsor](#).

To encourage agents to stay focused on real estate during their transition, agents cannot earn RevShare for their first 90 days. This allows agents to learn our systems and tools and focus [new brokerage buzz on driving more transactions](#).

NEW AGENT MENTORSHIP

Agents completing less than 3 transaction in the previous 12 months are required to participate in the mentorship program.

PERFORMANCE AWARDS 2024

Achievement Performance Awards		Baseline Shares	Business Builder	RevShare Partner
Core Transactions (Annual)		Effective 2/1/2024	Award 0.5 x Multiplier	Award 1.0 x Multiplier
White Badge	1.0	100	50	100
Silver Badge	3.0	100	50	100
Gold Badge	15.0	1000	500	1000
Black Badge	35.0	2250	N/A	2250

Black Badge Core Transaction requirements may be adjusted annually to represent approximately the top 1% of eligible agents.

Sponsorship Performance Awards		Baseline Shares	Business Builder	RevShare Partner
Direct Sponsored Agent Core Transactions (One Time)		Effective 2/1/2024	Award 0.5 x Multiplier	Award 1.0 x Multiplier
1.0		150	75	150

- 1) All Agents have a multiplier determined by join date, comp plan and benefits plan. Agents must remain Active to maintain multipliers, earn and vest all awards.
- 2) Three year vesting on each award.
- 3) For Sponsorship Performance Awards, sponsored agent must remain Active with Lpt Realty during your vesting period.
- 4) Each agent receives 45% credit for the dual sponsored agent, see Policies and Procedures for details
- 5) Black Badge requires agent to be a RevShare Partner. Eligibility includes production, leadership and community requirements.
- 6) Baseline Shares Awarded will change from time to time.

* Based on current growth, Performance Award baseline shares will reduce on 3/1/24. See LptConnect for details.