

A large graphic featuring a grid of 100 small portraits of real estate agents, each with a red background and the text "EXP REALTY" and "NEW PARTNER AGENT". The grid is overlaid with large, bold, black text reading "Elite Builders Value Stack".

What does Partnering With Elite Builders Look Like?

FREE Group Coaching Call Once a Week

FREE Probate Call Every Other Week

Free Roleplay Session with Aaron Once a Week

**FREE Roleplay groups (Roleplaying Partner 5x week,
Roleplay for setting appointments and listing
presentation)**

FREE Online Classes and Scripts

FREE Mastermind groups

FREE Agent Attraction Coaching Call Once a Week

Aaron Novello

Sold over 2,000 homes in his career.
Coach to over 100+ agents all over the world.



What does Partnering With Elite Builders Look Like?

In-person Monthly Educational Events

LIVE Monthly Virtual Sessions

In-person Quarterly Social Events

Coast to Coast Annual Gala and Conference

In-person Monthly Ladies Meetup

Free CRM Training

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Morales Group University

Ask Me Anything Mastermind

WhatsApp Chat Community-Ask Anything Anytime

Jose Luiz Morales

37 Years Old

Owns 57 Doors

Does \$2.3 Million GCI





Access to Real Estate B-School

Coaching to scale your business without losing your life.

Lars Hedenborg

Went from 44 sides in 2008 to 453 sides during The Great Recession years.

Served over 5,000 families with their real estate needs with a leveraged team.

Helped 1,000+ agents scale their businesses without losing their lives.

Multiple 7-figure liquid net worth and residual monthly income of \$80k+.

I work Mon-Thu and I take 10-12 weeks of vacation annually.





**Free Contracts Class with
Vicente Arzate**

**Free Spanish Coaching Call with
Brian Morillo**

**Prospecting Bullpen with
Jessica Nelson**





Why is eXp the superior model?

Commission split is 80/20 with a \$16,000 cap that resets annually.

Equity Opportunities:

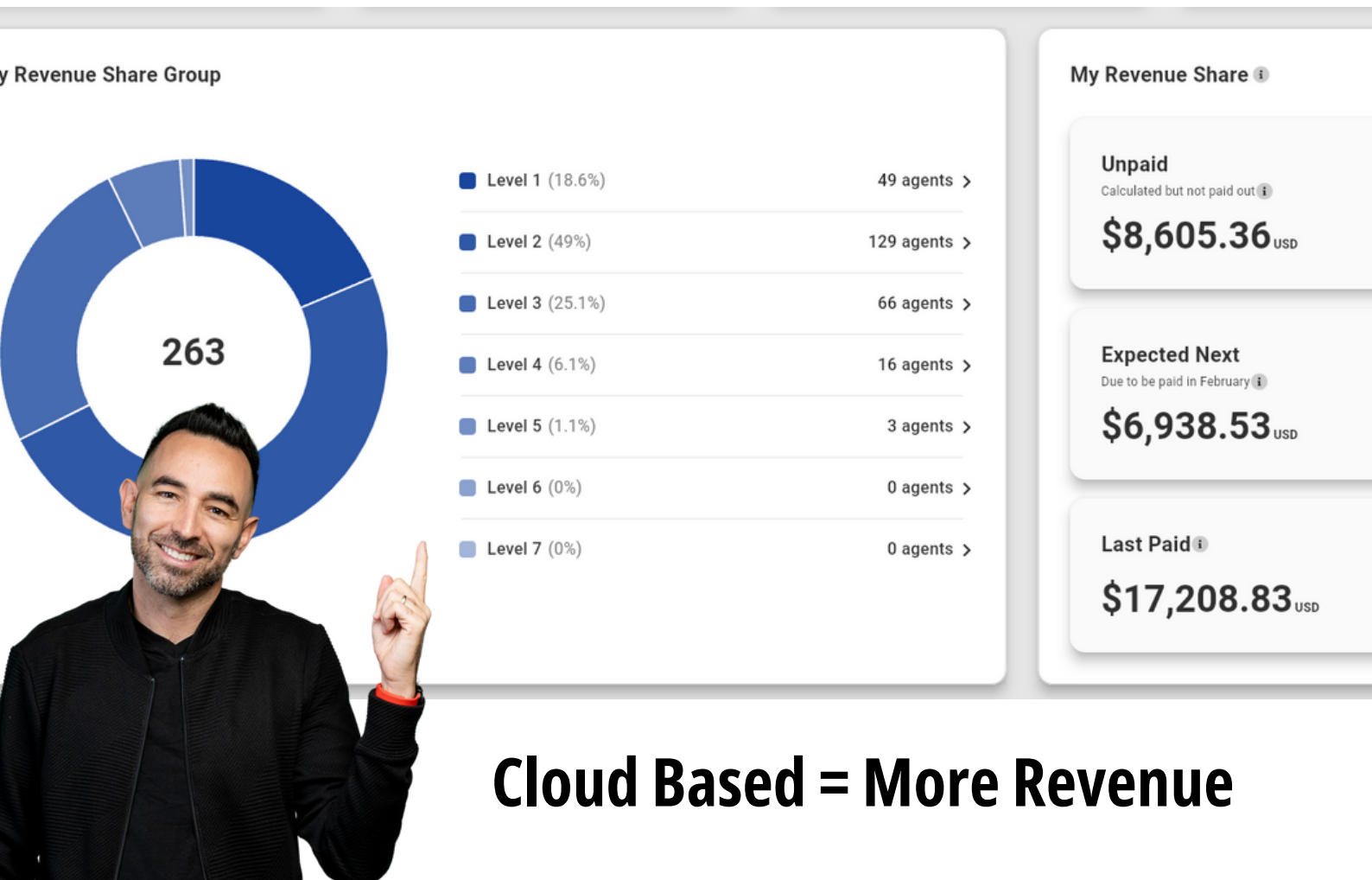
- **Closing on the first transaction as an eXp agent (\$200 stock award)**
- **The first closed transaction by any agent they have sponsored (\$400 stock award)**
- **Reaching the annual cap (\$400 stock award)**
- **Reaching ICON Agent status (\$16,000 stock award)**

Agents can also elect to receive up to 5% of their commissions from each closed sale in the form of eXp stock at a 5% discount through the Agent Equity Program.



What is Revenue Sharing?

EXP shares 50% of its revenue (Company Dollar) received from each transaction, before expenses are removed. This means that agents can financially benefit from "sponsoring" new agents into eXp every time that agent closes a sale that contributes revenue to eXp..Take a look at Aaron's Monthly Rev share!



Frequently Asked Questions:

What is the split at eXp?

Every agent at eXp Realty has a split of 80/20 until the cap is met.

Is there a commission cap?

Yes, eXp agents cap when they pay \$16,000 to the company. So if you earn \$80,000+ in gross commission (GCI) you should reach your commission cap and the remainder of the year you'll keep 100% of your commission. Reduced caps are available for teams at eXp.

Do you have to pay multiple fees if you are licensed in several states?

No!

Are there any fees for Expansion teams?

Nope. Nada.

How much are the royalty or franchise fees?

Zip. Zero. We are a nationally owned brokerage, so there are no franchises. This should save many agents thousands of dollars each year.

What is Revenue Sharing?

Because eXp doesn't have a lot of overhead – like the typical brokerage – they are able to share half of the 20% split with agents who help our company grow and thrive.

What if I need a physical office or meeting room on occasion?

eXp has it covered. Every agent receives a free membership to the Regus Business Lounges (a co-working center) so you can go in and work in between appointments or reserve a conference room for you and your clients. There are over 3,000 Regus co-working offices in the US, so there should be at least one that's convenient for you!

How do I pick my sponsor at eXp?

Your sponsor is the person that introduced you to eXp Realty. If you spoke with multiple people before deciding to join eXp, you should name the sponsor that was the “procuring cause” or in other words, helped you say YES! to the brokerage. Also, you want to have a sponsor that is going to help you navigate the brokerage tools and technology and can guide you in the growth of your business — even if they are in another state!

Who is the broker at eXp Realty?

Each state has at least one state broker. Some larger states also have regional compliance brokers to assist agents and review contracts.

Can I pick my mentor?

All of the eXp Realty mentors go through an extensive certification process to make sure they are well-equipped to help new agents. After you join eXp, you can ask your broker to pair you with a local mentor. If you already have a certified eXp mentor in mind in the same geographical area, please let the broker know and they can make a match — assuming of course that the mentor has the bandwidth to work with a new mentee!

If I need help with something, who do I call?

Here at eXp Realty, we have a unique way of making sure that agents have an abundance of resources when you need assistance. Your broker, sponsor and/or mentor can answer many of your questions, but you can also pop into the virtual office and visit the accounting department, technology team, and more. The virtual office is open about 10 to 12 hours a day so it's super convenient for agents. You can also visit eXp Workplace and chat online with your brokers, transaction team, accounting, stock services, and more. If you have contract or legal questions over the weekend, most of the states have a local broker on call so you can get help quickly.