



**What if there was a company
with a proven business model
that solves today's major
problems with the real estate
industry and revolutionizes the
agents and their family's lives?**

Major Problems Ruining The Real Estate Industry

1. **Fickle Future...** *You are only as good as your last transaction*
2. **Lack of Instant Financial Gratification...** *60 – 90 day billing*
3. **Lack of Positive CASH FLOW...** *Big gaps between pay days*
4. **It's a Present Tense Business...** *When you stop, it stops*
5. **You Have No Financial Leverage...** *Building a financial future one step at a time is difficult*
6. **Ego Driven Business...** *Everyone looks out for 'Number One'*
7. **Inhibition...** *'Cold calling' is not easy for most real estate agents*
8. **No Real Apprenticeship...** *Very little "pass-me-down-wisdom"*
9. **Desk Fee Dilemma...** *No one wants to pay desk fees, particularly the interest on outstanding desk fees*
10. **It All Depends On YOU!...** *You're in the business for yourself and unfortunately by yourself*

What if it didn't have to be this way?...

The Solutions to these problems can be found outside the real estate business!

Consider the system used in both the life insurance
and music industry, namely Residuals...

Example:

*After the record is cut in the studio,
the songwriter receives a financial payment
every time the music is played by a
radio station, therefore...*

*A Residual occurs when you do the work
once and you get paid over and over again
for that work done.*

**Sam Walton built Wal-Mart®
into the largest retailer in the world by allocating
his share structure of that company to his employees
so that they would all receive a “Piece of the Action”.**

**With Residuals, EXIT now provides this same opportunity.
Everyone in the Corporation can receive a “Piece of the Action”
for helping to build the company through Sponsoring.**

What is “Sponsoring”?

The true assets of any brokerage are the real estate agents!

(most real estate corporations view the company as the asset)

The real estate agents are the building blocks of the Corporation.

If you hire the good agents, you get the good business, and if you don't, you don't.

- **Sponsoring Agents into EXIT is a way in which everyone can assist in the growth of the company. Sponsoring enables all EXIT associates to assist Management in the recruiting process**
- **Residual remuneration for doing so is a special thank you paid out from EXIT Realty Corp. International**
- **Residuals are paid out from Head Office in THREE WAYS**



SPONSORING

10% – Single Level Sponsoring Residual!

7% – Retirement Residual!

5% – Beneficiary Residual!

EXIT is a Single Level System

For instance: If John brings in Mary and Mary brings in Bill, then John has nothing to do with Bill because he didn't bring him in.

Unique Benefits:

1. Everyone has a VESTED INTEREST in the Growth of EXIT.
2. As the New Recruit's sales production improves, the Residual Bonus IMPROVES to the sponsor!
3. UNLIMITED Sponsoring Across North America.
4. Residuals are received by the Sponsor for as long as the new recruit stays and produces business with EXIT.

What is the Real Opportunity?

If John brings in Mary and she generates \$70,000 gross closed commissions per year, then John receives \$7,000 in residual bonuses paid out as her transactions close. So, if she produced at this level for 10 years, he would receive \$70,000 in bonuses.

QUESTION: What if John sponsored in more people like Mary?

What if he brought in three a year for the next five years?

What would his benefits then be? ANSWER: \$105,000 in Residuals

PURE UNLIMITED POTENTIAL!!



The EXIT Formula Rewards Production

70/30 → 100K → 90/10 BALANCE

(Gross Production Annually)

PLUS:
10% Sponsoring

\$10,000 max.

(Per sponsor annually)

10%+10%+10%+10%.....

*Financial Security
for you and
your Family!*

PLUS: 7% Retirement Residuals

Enhanceable...continue to Sponsor during Retirement

Convertible ...return to Selling from Retirement (10%)

Portable...goes with you anywhere at EXIT!

5% Beneficiary Residuals

Enhanceable...continue to Sponsor as a Beneficiary

Portable...goes with you anywhere!



DUES AND FEES

(No Desk Fees, No Monthly Fees, No Franchise Fees)

THE SALES REPRESENTATIVE PORTION

\$150	Deal Fee per Sales End/Side Payable by the Salesperson (via the Franchisee) – Annual Maximum \$2,700.
\$ 35	Regional Development Fee Payable by the Salesperson (via the Franchisee) – Annual Maximum \$500. All funds are dedicated to advertising in the region in which the transaction is generated.

\$185	Total Received by EXIT per Full Transaction End/Side

Our EXIT Corporate Head Office contributes:
(per full transaction fee collected)

\$5.00 Secretarial Fund...*Even the Secretaries get a "Piece of the Action"*
\$5.00 Charitable Fund...*"Habitat for Humanity"*

ANNUAL DUES = \$295.00

These dues are separate and distinct from all other board dues and are payable by all EXIT associates (including beneficiaries)
(pro-rated for new recruits) Collected July 1st of every year



EXIT'S PHILOSOPHY

The most important consideration in building a Brokerage is to realize that our function is to provide opportunities for others. This includes:

1. Freedom...*Free will to create your own reality!*
2. Personal Development...*Get the most & best out of yourself*
3. Financial Growth & Rewards...*Develop a NEW Lifestyle*
4. Support the Growth of Others...*Really #1 on this list*

You will achieve the ULTIMATE in SUCCESS if you approach Real Estate from the point of view of the other person's dream.

