



AGENT COMPENSATION PLAN – 2022

Requirements

Agents must have a minimum of three (3) years full-time real estate sales experience with no disciplinary history. Agents must use professional photography for listings and are responsible for entering all listings into MLS including timely status changes. Manage your own customer database; there no requirement to enter your customers into company-wide database.

Beach Bay Real Estate Services Provided:

- AppFiles – manage transaction files with built-in electronic signing; broker has administrative access to all contracts, addendum, etc. for each transaction. No need to email or provide hard copies.
- Optional use of Office365 email address with extension @beachbayrealestate.com which can be downloaded to your own computer for archiving (use Office365 online) **OR** use your own preferred email address.
- Business card template with agent photo available at Venice Print Center (paid by agent)
- 5 Open House signs
- Dedicated landing page on BeachBayRealEstate.com (release date 6/15/21), i.e., beachbayfrealestate.com/linda
- Round-robin leads from website (lead generation on website coming in 2021)
- E&O insurance
- Conference Room use by hourly rental (\$25 per hour, paid by agent) at Gulf Coast Business Executive Services located at 871 Venetia Bay Blvd, 2nd floor, Venice

Agent Compensation & Benefits:

Plan #1

- Monthly payment of \$250
- Brokerage fee of \$395 per transaction (100% commission to agent after deduction of \$395 transaction fee)
- Referral fee for company provided leads 20% (due on closed transactions)
- Same-day Commission checks paid directly to agent at closing via Commission Disbursement Order (completed by agent and signed by broker prior to closing)
- Negotiate your own listing commissions – make the deal you need to make to get the listing
- 1099 issued at year end as agents are independent contractors

Plan #2

- No monthly payment
- No transaction fee
- 95% commission to agent / 5% to Beach Bay Real Estate
- Referral fee for company provided leads 20% (closed transactions)
- Same-day Commission checks paid directly to agent at closing via Commission Disbursement Order (completed by agent and signed by broker prior to closing)
- Negotiate your own listing commissions – make the deal you need to make to get the listing
- 1099 issued at year end as agents are independent contractors

I choose the following compensation plan (please initial):

_____ Plan #1 - \$250 per month plus \$395 transaction fee

_____ Plan #2 – No fees and 95% / 5% commission split

Signature

Print Name: _____

MLS # _____

License # _____

Date: _____

Accepted by:

Robin Vaccai, Broker-Owner
Beach Bay Real Estate, Inc.

Date: _____