

AARE PART TIME AGENT PROGRAM

This program is designed for agents who wish affiliate with an agency to do their real estate transactions on a **referral basis**. Our part time agents refer their existing clients, friends and family to full time AARE agents in exchange for a referral fee. Part time agents may not conduct sales transactions themselves without referring or partnering up with an experienced full time AARE agent who is meeting our minimum sales requirements. This ensures our clients are working with a full time agent who is aware of the current real estate laws and contracts. In the event a part time agent wishes to become a full time agent they may contact the broker at anytime to let them know they wish to make the transition. At this point, the broker will usually pair the part time agent with a coach or mentor to make the transition.

REFERRAL LEADS SPLIT:

X	LEVEL	AGENT YEARLY SALES	AGENT SPLIT	AARE SPLIT	Agent Name & Signature (sign on the correct line and "X" level box)
	5	10+ UNITS PER YEAR	90%	10%	
	4	8+ UNITS PER YEAR	85%	15%	
	3	6+ UNITS PER YEAR	80%	20%	
	2	4+ UNITS PER YEAR	75%	25%	
	1	2+ UNITS PER YEAR	70%	30%	

OVERHEAD/FRANCHISE CONTRIBUTION: All closings have an **overhead contribution of 5%** to help pay for the costs that directly benefit each and every AARE agent.

AARE COMMISSION SPLIT BREAKDOWN EXAMPLE (PERSONAL LEAD)

+\$2500	COMMISSION	\$400,000 home @ 2.5% (25% referral)
- 5% (\$125) = \$2375	OVERHEAD CONTRIBUTION	Helps pay for programs, services, staff
- \$0	E&O COSTS	AARE pays for E&O
x .75% = AGENT NET	SPLIT %	Using an Example of 75% (demo)
\$1,781.25	AGENT SPLIT	
- (\$5)	OTHER COSTS	\$5 Wire/ACH fee
<u>\$1,776.25</u>	<u>AGENT NET</u>	<u>NET COMMISSION TO AGENT</u>
\$593.75	AARE NET	NET COMMISSION TO AARE
\$118.75	20% DONATION	GIVE TO CHARITY FROM AARE NET \$

Accepted and agreed to: _____

AARE Representative

Date