

Join the  
**Brix Team**



**BRIX**  
REALTY

# Today's Real Estate Challenges

**In 2020, industry experts estimate that 90% of Realtors fail in just a few years**

—*newsilver.com*

**In 2014, NAR reported that 87% of all new agents failed after five (5) years**

—*NAR.com*

**In 2022, there are 1,547,699 Realtor members and 381,950 active listings in the United States**

—*NAR.com*



**No other company delivers for families like BRIX. Earn money while you learn and build a new business for yourself!**

# How Does Life Look Today?

People continue to struggle to secure good-paying full-time jobs in line with their education levels.

[BusinessInsider.com](https://www.businessinsider.com)

76% of Americans live paycheck-to-paycheck.

[Money.CNN.com](https://money.cnn.com)

Almost 60% of American have less than \$1,000 in savings.

[yahoofinance.com](https://finance.yahoo.com)

40% say they have less than \$25,000 in savings and investments put away for retirement.

[CNBC.com](https://www.cnbc.com)

# 2 Ways To Earn Income

## Active Income

### 1. Job

Hourly

Salary

### 2. Self Employed

Dentist

Doctor

Attorney

- You exchange time for money.
- No end in sight.
- You're never free.
- Someone else owns your time.
- Always having to choose between success and family.
- Work life balance becomes an obsession.
- You live for the weekend and vacations.
- More success you have the less time you have for family, hobbies, lifestyle, etc.
- Success becomes a burden.

## Asset Based Income

### 1. Franchise

\$150,000 a year A.B.I.

### 2. Real Estate

10 homes at \$500/month net is  
\$60k a year A.B.I.

### 3. Paper Assets

401k

IRA

Stocks

Bonds

Mutual Funds

\$1,000,000 @ 5% = \$50,000 a  
year A.B.I.

### 4. Real Estate Brokerage

Each agent you have in your  
agency earns you \$2,000-  
\$3,000 a year.

50 agents = \$100,000+ A.B.I.

- You build/buy assets.
- Assets create your income. You own 100% of your time.
- The more success you have the more time you have for family, hobbies, lifestyle, etc.
- You're better equipped to make an impact in the lives of others.
- Success enriches your life.

Which way appeals to you the most?

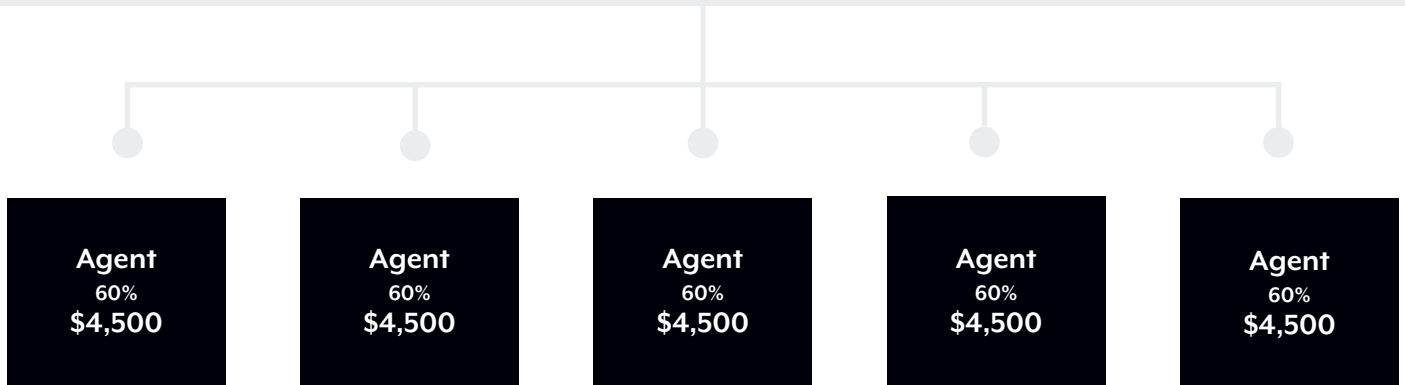
# The Traditional Real Estate Model



3% Broker Fee  
\$250,000 House =  
\$7,500 Fee

Broker  
40% Override  
\$3,000

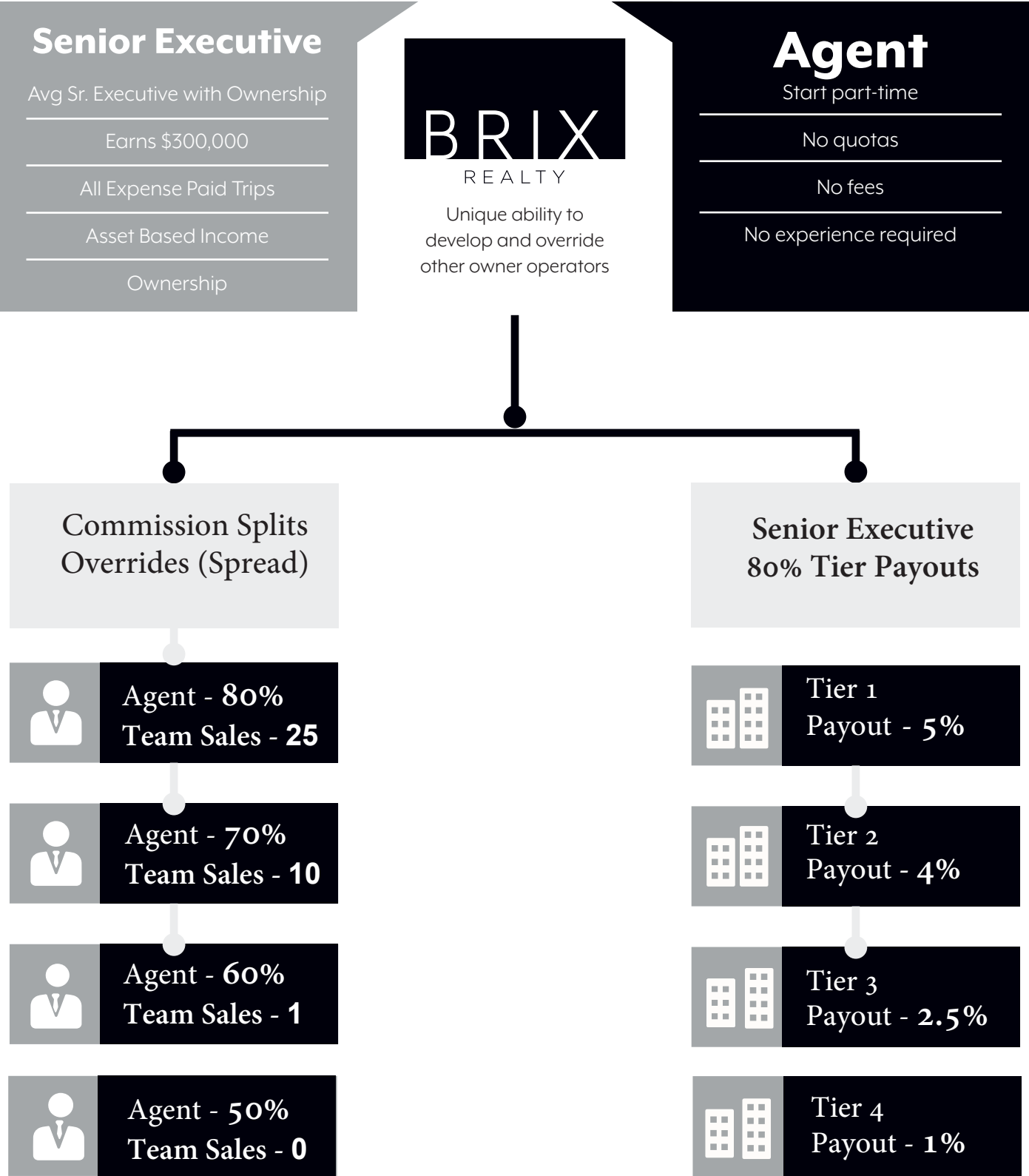
A Broker with 5 agents  
Earning \$3,000/month  
Earns \$15,000/month



**Which would you rather be — an agent or a broker?  
Why? — Overrides!**



# Our Unique Business Model





**\$250,000 Sale**

**3% Commission**

**\$7,500 x Contract Percentage**

### Override Example

**80%**

10% = \$750

**70%**

10% = \$750

**60%**

10% = \$750

**50%**

\$3,750 agent commission



What would you  
do differently if  
you had \$100,000  
of passive income?

\$200,000?



# EXHIBIT A

**Annual All Inclusive Vacation Bonus**  
Eligible to win with team of 25+ agents

MAX	
Earn 100% commission split on personal production	
Direct Team Volume	\$25,000,000
Total Team Volume	\$100,000,000
*Only the volume from non-capping team members will count towards the max commission split	

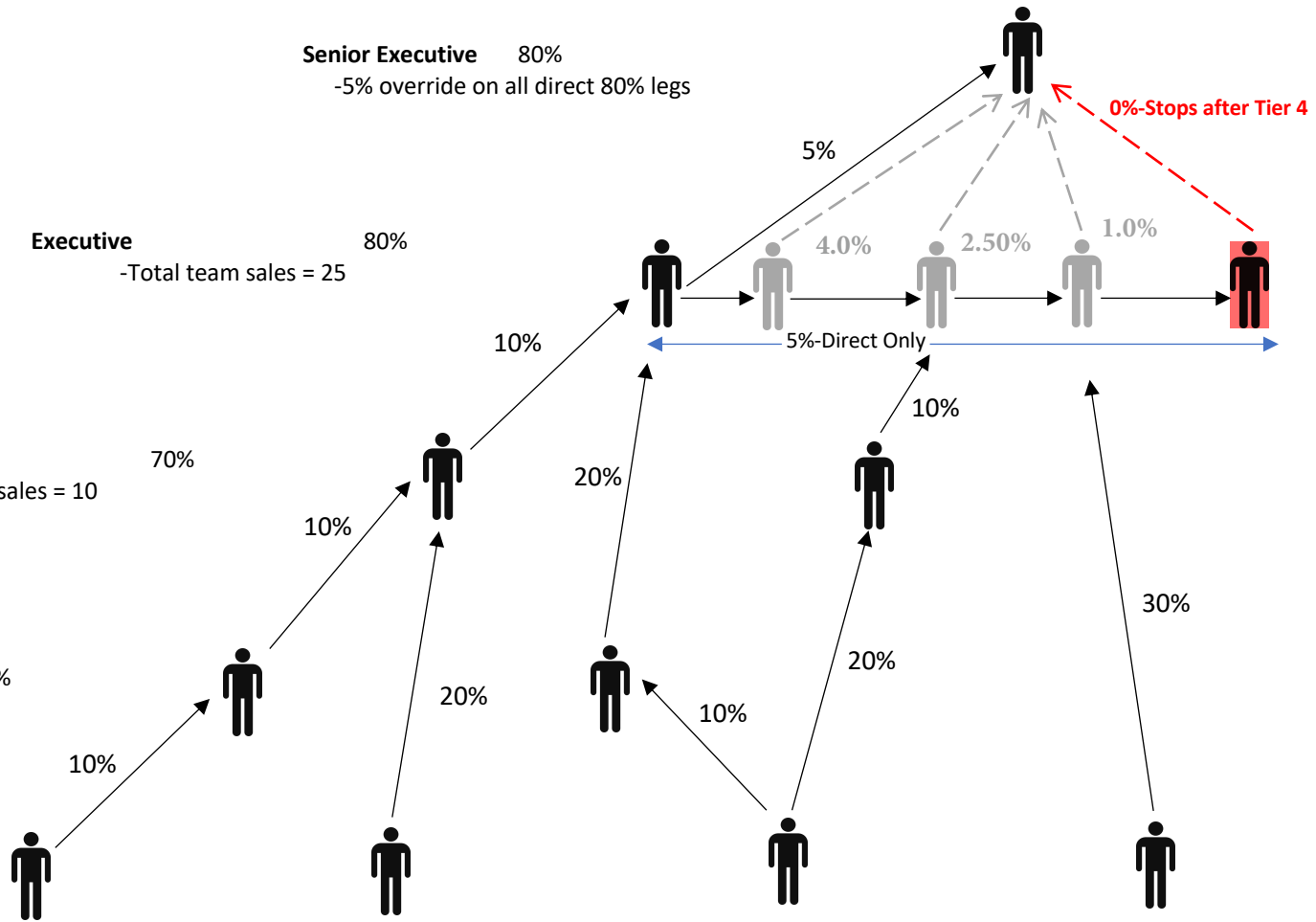
**Associate** 50%  
-New agent

**Senior Associate**  
-Total team sales = 1

**Consultant**  
-Total team sales = 10

**Executive** 80%  
-Total team sales = 25

**Senior Executive** 80%  
-5% override on all direct 80% legs



**Commission Disbursement Rules**

- Maximum individual commission split is 80%
- Maximum commission split paid out on direct relationships is 85%
- Maximum commission split paid out on Tier 2, Tier 3, & Tier 4 relationships is 92.5%
- No commission overrides when on the same individual level
- \*Exception to previous rule - 5% commission override on direct 80% legs
- 2nd, 3rd, & 4th Tier 80% legs pay at 4%, 2.5%, & 1%
- Experienced agents start at the commission level based on their career individual sales experience
- Team sales at Brix count towards next promotion level (Outside sales do not add to your total)
- Downline will not be able to pass your commission level
- New agents come in on a 50% contract for their first sale only

**Team Ownership**

Ownership goes to the first qualified 80%

Maximum of 40% of the ownership qualification can come from any one direct leg  
*(i.e. Maximum of 40 people per direct leg can be counted towards ownership qualification)*

Once you qualify for ownership, you do not lose it

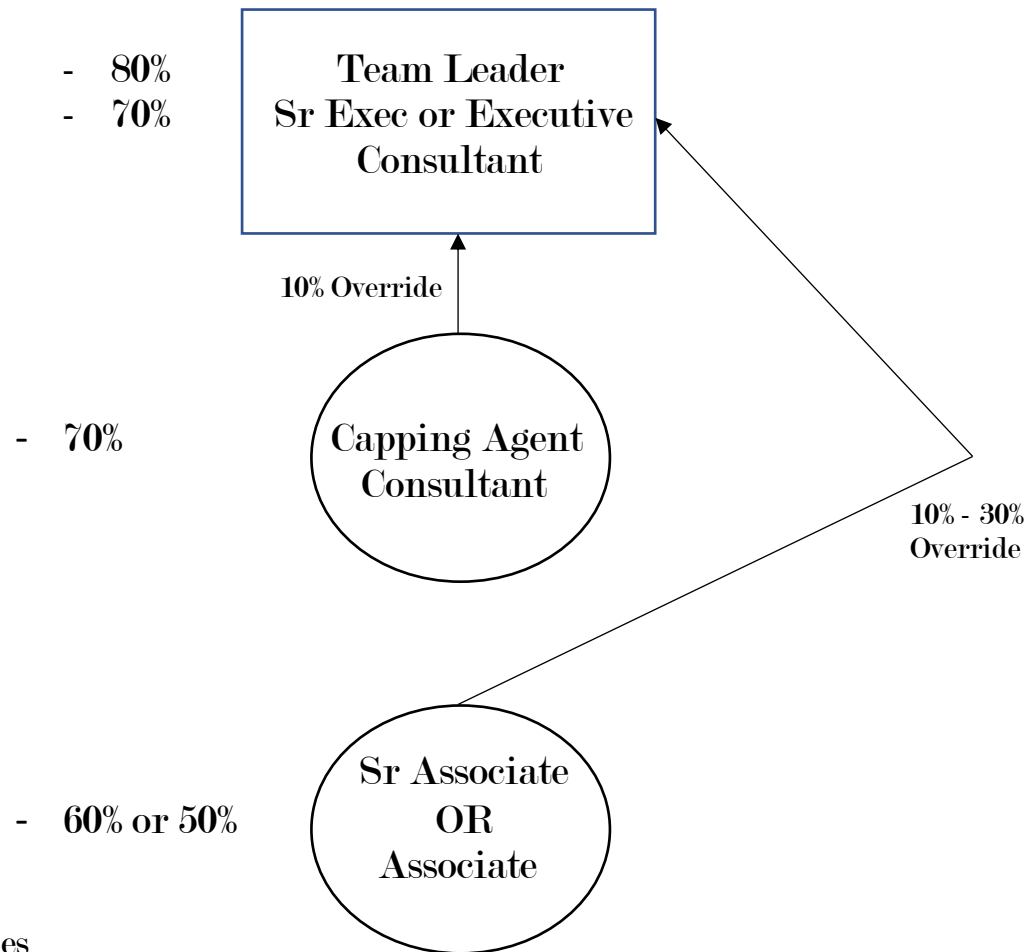
**KEY**

—————▶ Direct Relationship

- - - - -> 2nd & 3rd Tier



## The CAP System



### SHIFT Rules

- Agent chooses their Commission Split (50%, 60%, 70%, or 80%).
- Agent must qualify for the commission level based on the Brix Team Model.
- You can elect to shift **to or from** this program and the regular Brix commission model on your **anniversary date**.
- Your commission split is calculated the same way we calculate the regular Brix commission model, but it **cannot exceed the maximum**.
- If you start in the regular Brix Commission model you can shift to the CAP system at any time. Your anniversary date will be the day you shift to the CAP system.
- You do not receive any overrides.
- Individual Cap is **\$18,000**.
- Team Cap is **\$25,000**.
- After you cap you move to a **100% commission split** less any applicable transaction fees.



# BRIX

REALTY

## WHAT'S THE BRIX DIFFERENCE?

COME JOIN OUR FAMILY!

### ***What We Offer***

- Free Leads
- NO Monthly Fees
- Mentorship
- Free Training
- Free Office Space
- Optional Part Time
- Processing Department
- Max Commission for Life

### ***Core Values***

Build Others Up,  
Think BIG, Do BIG,  
Self Accountability, &  
Have Fun!

### ***Our Systems***

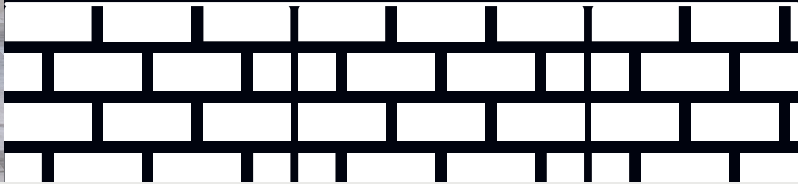
- Cap System
- Profit Sharing
- 100% Commission for life!
- Ownership

[www.brixrealty.com](http://www.brixrealty.com)



# The BRIX Difference

- Day-to-Day Listing Agreements
- One-on-One Mentorship
- Full Time Transaction Processor
- Weekly Live Zoom Trainings
- Flexible listing fee



## Technology

Chime CRM  
TRAX Software  
Dotloop  
Forewarn App  
Email Support

## Freedom

ZERO FEES!  
Max Commission 100%  
E&O Ins Paid  
Cap or Team Build

## Control

Leads Provided  
Overrides  
Ownership  
Marketing Material

**"Build Your Legacy"**



**Are you renting your income or do you own it?**

# WEEKLY TRAININGS

## SALES TRAINING Every Saturday at 9 a.m.

- Week 1: Operating Procedures – “The Brix System”
- Week 2/3: **S** – Sell By Owner a.k.a. FSBO & Expired Listings
- Week 4: Working with Sellers
- Week 5: **O** – Open Houses
- Week 6: Working with Buyers
- Week 7: Contracts to Close
- Week 8: **L** – Linking Networks
- Week 9: **D** – Downline
- Week 10: Mentorship/Team Leader
- Week 11: Sales Skills
- Week 12: Social Media
- Week 13: Business & Finance in Real Estate

“  
When training is reinforced by in-the-field coaching, companies see up to **4x** the ROI from training programs alone.”



ALL WEEKLY COURSES ARE SUPPORTED BY **F.A.S.T.**

## DAILY CHECKLIST



### Daily Activities

- Time block for lead generation, include script practice, if necessary
- Five (5) real estate conversations per day (FSBO, Expired, Recruiting, Networking)

### Weekly Activities

- \*\*\*100% attendance to Brix training and events\*\*\*
- \*\*\*Weekly accountability check-in with your mentor\*\*\*
- Use your Calendar!
- Post minimum of three business posts weekly (try to maintain a 2-3 to 1 ratio of personal to business posts)

#### ***Monday***

- Give Sellers/Active Listings Status Report
- Identify Open House
- Place Sign in Yard for Open House
- FSBO/Expired/All Active Follow ups
- Set 1 FSBO or Expired Appointment
- Make 1 Networking Contacts
- Make 1 Recruiting Contacts

#### ***Tuesday***

- Set 1 FSBO or Expired Appointment
- Make 1 Networking Contacts
- Make 1 Recruiting Contacts

#### ***Wednesday***

- Set 1 FSBO or Expired Appointment
- Make 1 Networking Contacts
- Make 1 Recruiting Contacts

#### ***Thursday***

- Set 1 FSBO or Expired Appointment
- Make 1 Networking Contacts
- Make 1 Recruiting Contacts

#### ***Friday***

- Set 1 FSBO or Expired Appointment
- Make 1 Networking Contacts
- Make 1 Recruiting Contacts
- Place Open House Directional Signs
- Preview 5 Homes in Open House Subdivision

#### ***Saturday***

- Off

#### ***Sunday***

- Open House
- Time Block Next Week

# Next Steps

## 1) Onboarding:

- Set up onboarding appointment
  - <https://calendly.com/brix-realty-onboarding>
- Fill out onboarding form to try our concierge services

## 2) Getting Licensed:

- Get school link and enroll in school.
- Follow Commission Guidelines for applying.

## 3) Help with Next Real Estate Transaction:

- Set up time to get buyers/listing agreement signed.
- If listing do CMA presentation at their home.



# S.T.E.A.M.

S. ....

T. ....

E. ....

A. ....

M. ....



Join the  
**Brix Team**

**SOLD**

**BRIX**  
REALTY