



## The TRUE 100% Agent Commission Program

Designed to provide Realtors® with the ultimate economic solution and unprecedented sales, marketing and technology support.

Real estate professionals across DE, PA, NJ and MD are fast discovering that NextRE's 100% agent commission plan, in combination with the company's state-of-the-art support systems, is the holy grail of real estate programs!

### Here is why:

**Certainty** that when NextRE offers 100% commission, our Associates can bank on it. There is no bait and switch tactics like charges per transaction, mandatory marketing contributions or mentoring fees.

**Protection** against commission roll-back. With NextRE's 100% Agent Commission Program, NextRE's Associates receive all of the commission all of the time. No rebuilding each year to reach subsequently higher commission levels.

**Surety** that Associates are not going to be blind-sided by rate increases. In fact, the brokerage services fee has not changed since its inception.

**Support** including an amazing array of electronic tools, capabilities and marketing strengths -- from our digital back-office platform for complete electronic transactions, to lead management and referral systems, electronic forms warehousing, multi-state branding, and advanced personal websites.

**Availability** of health, disability, accident, life and a wide variety of other insurance options through our financial partners to deliver the most effective coverage to meet the needs of each Associate, all at affordable group discount rates.



**"Real Estate the Smart Way"**

Our corporate slogan is equally important to our Associates as it is to our customers!



## The Programs

**100% Agent Commission:** NextRE Associates earn 100% of the net commission collected by the company. In return, Associates pay a brokerage support fee of \$325 per month and no other transaction fees -- regardless of the number of closings throughout the year.

For the initial 12-month period of affiliation with NextRE, a new Associate can elect to postpone payment of the brokerage fee until the closing of the first transaction, at which time the fee of \$3,900 is paid in a lump-sum out of that first commission. With the start of the second year of affiliation, Associates can choose to be on a monthly or annual fee payment. An annual errors and omissions (E&O) insurance premium of \$395 applies.

**80/20% Agent Commission:** NextRE Associates earn 80% of the net commission collected and pay brokerage support fee of \$100 per month.

If a new Associate elects to postpone payment of fees until the closing of the first transaction, the annual fee of \$1,200 is paid in a lump-sum out of that first commission. With the start of the second year of affiliation, Associates can choose to be on a monthly or annual fee payment. An annual errors and omissions (E&O) insurance premium of \$395 applies.

**60/40 Agent Commission:** NextRE Associates on this program earn 60% of the net commission and pay no brokerage support fees, errors and omissions (E&O) insurance premium, or any other fees whatsoever.

### AGENT ENDORSEMENT BENEFITS

Rewards for endorsing new agents to join NextRE provide Associates with substantial bonuses equivalent to two months' fees applied as credit against the Associate's own fee (i.e., six recruits will pay the year's fee)

### SALES SUPPORT

**Business Flexibility** – Associates are provided with a competitive edge by having no restriction on the fees that are charged or all brokerage services; letting each Associate decide for themselves what works for their business.

**Technology Support** – These range from the back-office platform for complete electronic transaction support, to online lead management and referral systems, to the state-of-the-art agent-managed custom websites with comprehensive showcasing of agent's property listings.

**Leads and Prospects** – Our dynamic lead generation capabilities are the best in the industry. Associates get all the leads and calls generated by their listings and sales activity. In addition, if the property is either a "house" listing or a buyer for another brokerage's property viewed on NextRE's website, the lead is referred out to Associates on a rotating basis -- at NO additional cost to the Associate.

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**Website** – Each Associate’s contact information is shown prominently on NextRE.com with a link to their webpage or website. Custom NextAgent websites provide further benefits, from showcasing property listings, to having IDX/RETS customer search capability that lets prospects communicate queries directly to the Associate to manage.

**Brand Awareness** – Wide consumer awareness across Delaware, Maryland, Pennsylvania and New Jersey.

**Document Management** – Broker review to ensure compliance of all agreements and documents and accessible online 24/7 by agents and their clients. Archival storage on secure servers.

**Transaction Coordination** – Complete transaction management is available optionally on a fee per transaction basis.

**Telephone Coverage** – Voluntary phone duty for lead generation and answering of inbound calls, managed from any location with access to the internet.

**Work Location** – Associates are free to work from anywhere, or can take advantage of any of NextRE’s office.

**Training and Coaching** – Ability to participate in regular sales training programs.

**Full and Part Time Agent Programs** – Support provided for both with a custom mentor program for newly licensed agents or those who want to improve their skills.

## **PROPERTY MARKETING**

**Yard Signs** – A number of yard signs, personalized with Associate’s contact information, are made available free-of-charge for the initial months of affiliation with NextRE.

**Showing Services** – Online and telephone services provided for coordination of all appointments on properties at no additional charge.

**Internet** – Full property syndication and exposure through participating IDX/RETS brokers on Realtor.com, Trulia, Yahoo, MSN, Google, AOL, Vast, Ooodle, AOL, BeatYouThere, CyberHomes, HomeGain, HomeSeekers, MLS.com, Lycos classifieds, Homescape, Real-Estate.com, WindowsLiveExpo, Zillow, Homes.com and more.

**Video Tours** – Accommodation for offering video tours of listings, created by Associate or NextRE’s videographer, to be viewed on both Realtor.com and NextRE.com.

**Market Snapshot** – Monthly reporting of property sales by neighborhoods that is automatically mailed to Associates' target markets through subscription to Top Producer.

## **TECHNOLOGY MARKETING**

**Personalized Contact** – Agent specific web address -- *www.NextRE.com/AgentName* -- linking to a customized webpage or website; as well as a spam-managed email address –

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*Agent.Name@NextRE.com.*

**NextSearch** – The highly popular property search engine with the number of unique visitors growing each day and statistically spending more than 11 minutes per visit.

**Property Mapping** – Within the details of each property search, automatic mapping and neighborhood video to accurately place the searched property and giving details of the surrounding community.

**Instant Flyers** – A color flyer generated on-the-fly and made available online, ready to be downloaded, printed or emailed as sales literature.

**Open House** – Dedicated, easy-to-see section, spotlighting properties scheduled for open houses in the upcoming week. Programmable directly from Associate's website.

**Property Photography** – Recognizing how important photographs are for a speedy sale of a property, our website allows placement of as many images as deemed necessary.

**eNewsletter** – Published monthly and circulated to every Associate's customers and to over 10-thousand other prospects.

## **About NextRE**

NextRE is a fast-expanding, regional broker serving Delaware, Pennsylvania, Maryland and New Jersey since 2002 with thousands of completed transactions.

The company's 120 Associates benefit from keeping 100% of their commissions under a moderate fixed brokerage services fee, no matter how many transactions are completed throughout the year.

Along with unprecedented compensation benefits and the company's good business practices, it is the broad consumer recognition of the NextRE brand, and the amazing array of electronic tools, capabilities and marketing strengths provided to NextRE Associates that makes the value-added difference when compared to other brokers.

Co-founded in 2002 by Stephen Marcus and Alex Vella, NextRE has spent the intervening years building its reputation on bedrock of customer dedication, integrity, teamwork, innovation, continual improvement, and growth. NextRE's Associates have discovered that the combination of 100% commission retention, and the company's indisputable agent support system, provides them with the holy grail of real estate agent programs!

**The management of NextRE invites you to join our growing team of successful Managing Brokers and Sales Associates and take charge of your financial success and security. For a confidential, no obligation discussion call us at: (877) 994-6398 , or email: [associate@NextRE.com](mailto:associate@NextRE.com)**

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