

SPONSOR GUARANTEE FOR MEMBERS OF IAN BROWN'S EXIT GROUP.

I am Licensed as a Realtor® since 1966. Diversification of experience ranges from sales, sales training, sales & management coaching, producing training material & seminars, instructing for UBC, and Real Estate Boards like NSAR. Served on three Real Estate Boards in BC, the Board of the Real Estate Institute of Canada, & committees of NSAR.

My Coaching fee is the 10% sponsor fee included within the Exit residual sponsor system that comes from the Brokers 30%. Therefore, the Coach has no financial obligation to the sponsored agent. For others that the agent sponsors, I will coach them through the first 12 months for 10% of their gross then turn them over to add to your personal sponsor group.

Personal goal for my sponsorship group is twelve agents, each producing a minimum of \$60,000 gross income per year. My deadline for this goal is December 31. 2012. After reaching my goal of twelve agents earning a minimum of \$60,000 annually, all additional new agents recruited will be sponsored by my coaching group members.

Following are the steps I guarantee for all in my Sponsor group, all of which are independent from other Exit Realty Citadel office activity, and other office rewards.

1. You complete Personality Profile. I inform you what you can expect to earn, and if you are new, train in areas of weakness, and build upon strengths. All new agents will earn \$60,000 gross your first year, following my methods.
2. You outline your financial goals to me, and I discuss what you need to do in order to achieve all of your hopes and dreams.
3. I teach you Prospecting 101, and the system to build your database, since there is none better anywhere. This is the magic key to your success in real estate sales.
4. You receive a buyers & sellers portfolio, so that you can personalize your own.
5. I am available for you at all times, either by phone or by email, to guide you.
6. You have ongoing assistance to learn how to create the best CMA's .
7. You receive regular coaching tips by email from me & other coaches.
8. Top producer wins the first 2 wks in November at our Florida home, with two bedrooms, and half bath in the guest bedroom. No exchanges.
9. I will assist you to sponsor, by conducting events, & meeting with your prospects.
10. You will receive a 15% referral fee for all personal or group coaching where you.

Ian Brown, FRI

c.c copyright Ian Brown & Associates 2010

Mobile line (902) 456-9750

eMail ianbrown@eastlink.ca

website www.realestatecoachingcanada.ca

