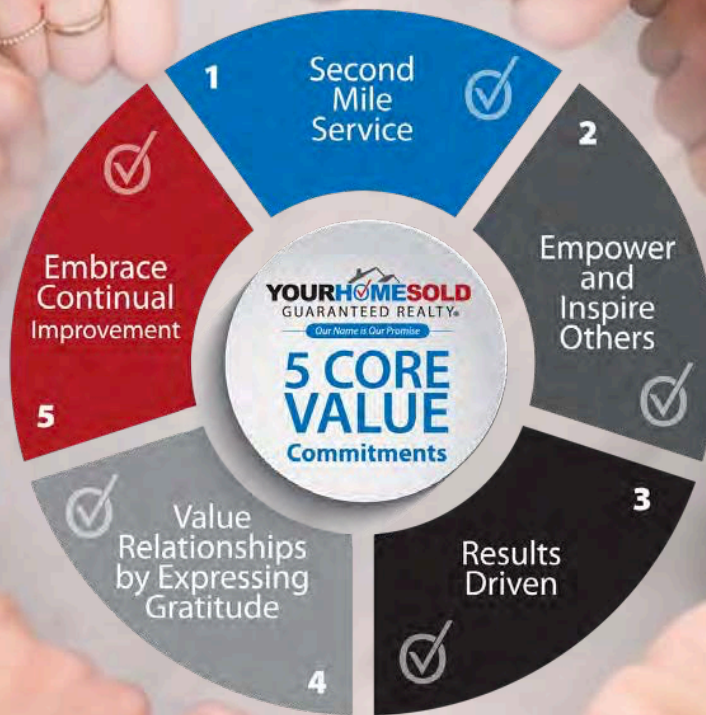




*The Best Place to Work,  
Buy and Sell Real Estate.*



*The Agent  
Book of Benefits*



# YOUR **HOMESOLD** GUARANTEED REALTY®

*Our Name is Our Promise*



## What's included in This Book of Benefits

- *Six Agent Guarantees*
- *#1 Brand for Seller Attraction*
- *#1 Plan, System, Skills Training*
- *#1 Leading Edge Technology*
- *Intellectual Property*
- *Coaching and Training System*
- *Orientation*
- *Success Track Onboarding*
- *Pay Plan*
- *Independent Agent Agreement*



**\*\*Scan the QR Codes**  
on each page for  
additional details on  
that benefit\*\*



# SIX AGENT GUARANTEES

1. You Will Generate More Buyer and Seller Appointments at Your Home Sold Guaranteed Realty Than You Did at Your Previous Brokerage, or We'll Pay You \$10,000\*!
2. The Best Sales, Negotiating, Closing and Marketing Skills Training and Coaching for Agents Guaranteed! If anyone can show better, we will donate \$10,000 to the charity of your choice.
3. Income Increase Guarantee! Earn at Least \$100,000 in New Additional Income or or We'll Pay You the Difference!\*
4. Retirement Plan! You Will Receive a Three Tier Revenue Share Plan Earning You a Portion of Income from Every Agent You Introduce to the Company!
5. We Donate a Portion of Our Income from Real Estate Sales to Worthy Cause Sponsored Charities.
6. Second Mile Service! Your Requests for Assistance Will be Handled Within a Business Day (9AM - 8PM ET using YHSGRSupport.com. If we fail, we'll pay you \$500 as a penalty for poor service!\*\*\*

## Terms and Conditions

• \*Provide documentation of your previous 12 months of income from a certified public accountant and provide documentation from your CRM of your previous 12 months of buyer and seller appointments generated, working as a real estate agent, within 30 days of your start date at Your Home Sold Guaranteed Realty; and show proof of fully implementing the first 18 weeks of the Twelve Months Check List within 13 months of your start date at Your Home Sold Guaranteed Realty. In addition, you must attend at least one of the Your Home Sold Guaranteed Realty Conferences within the first 12 months of joining the company.

(Proof of income, proof of appointments, proof of full implementation of plan and system and attend the conferences as per the stipulations above).

• \*\*\*Paid as a credit on your next closing

Agent Signature:

# THE #1 BRAND FOR SELLER ATTRACTION



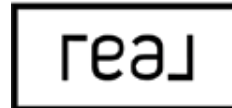
Scan Code for Video Details on The #1 Brand for Seller Attraction.

[tinyurl.com/1-brand-for-seller-attraction](http://tinyurl.com/1-brand-for-seller-attraction)

Why Would I Contact You to Sell My Home Over Any Other?

**YOURHOMESOLD**  
GUARANTEED REALTY®

Our Name is Our Promise



COMPASS REAL ESTATE

corcoran

4.6b results in most search engines!

Google

your home sold

Images

Shopping

Reviews

Perspec

About 4,630,000,000 results (0.45 seconds)

If you have to run around town spending time and money telling prospects who you are, what you do, how your different and how that benefits them... you have a brand positioning problem...

Gary V.

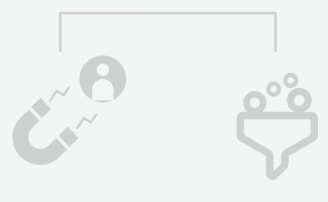


# THERE IS ONLY PLAN AND SYSTEM



Scan Code for Video Details on The Plan and System.

## AUTOMATIC REVERSE PROSPECTING SYSTEM



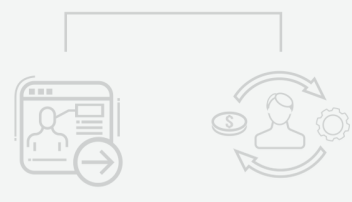
Run Direct Response **LEAD GENERATORS** to compel prospects to contact you

1

Use **AUTOMATION** to answer **SIFT & SORT** your best prospects

2

## LEAD CONVERSION SYSTEM



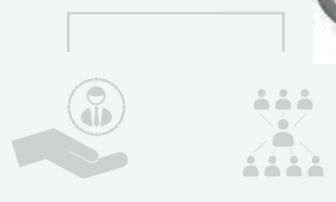
Implement **FOLLOW-UP** System (convert prospect to appointment)

3

Compellingly, **PRESENT BENEFITS** (USPs) (convert prospects to clients)

4

## LIFETIME CUSTOMER SYSTEM



Provide **WOW SERVICE** by implementing Systems & Assistants to handle a Quantum Leap in business

5

Communicate with clients to obtain testimonials & **REFERRALS** to build future business

6



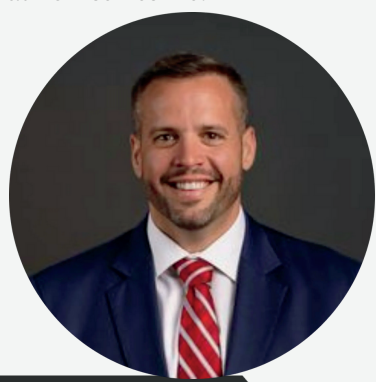
THE SYSTEM

## FIRST TWELVE MONTH'S CHECKLIST

Growing a business is complicated. We all want to get it right. We exist to help.

"When I first started, I was earning \$200K a year and grinding every day. With the 12-month checklist, everything changed. Today, I earn \$10 million a year in income, not just volume—and I don't even need to be in the office. I built a team, a system, and a business that now serves me."

NATHAN CLARK



# YHSGRU.COM

The #1 sales skills, negotiating skills, closing skills, and marketing skills training platform in real estate guaranteed! if anyone can show better well donate \$10,000 to the charity of their choice.

**JOIN OUR ZOOM**

**MONDAY 11AM ET/8AM PT**  
**YHSGR LEAD GENERATION WORKSHOP**

1ST MONDAY: THE EXPIRED LISTING PLAYBOOK  
2ND MONDAY: ZILLOW SHOWCASE - UP TO DATE RESULTS  
3RD MONDAY: LEVERAGING CURRENT CLIENTS TO GET MORE BUSINESS  
4TH MONDAY: YHSGR CRM - NURTURE CAMPAIGN  
5TH MONDAY: MASTERING THE DOWNSIZER/ EMPTY NEST SELLERS

**JOIN ZOOM HERE!**

YHSGRSUPPORT.COM

**JOIN OUR ZOOM**

**TUESDAY 11AM ET/8AM PT**  
**YHSGR CRM**  
**ONBOARDING, COACHING AND TRAINING**

**USERS**

- HOW TO ADD THEM
- TYPES OF USERS/PERMISSIONS
- NOTIFICATIONS

**DATABASE IMPORT**

- NORMALIZING DATA -- COMBINING DATABASES
- SEGMENTATION
- SOI KICKSTART:
- PROPERTY ALERTS
- MARKET SNAPSHOTS
- MARKET REPORTS
- HOME REPORTS

YHSGRSUPPORT.COM

TRAINING CENTER | MY REPORT CARD | MY USAGE REPORT | MY NOTES

CALENDAR | FILE VAULT | MY CERTIFICATION | MY PROFILE

The File Vault is Currently Locked	0
Email Signature Template	1
Google PPC Ads	1
Leadership	1
Pro Agent Virtual Services	1
The Gold Plan Follow Up System	1
YHSGR Buyer Offer Package	1
YHSGR Newsletters	1
Business Cards	2
DISC	2
Getting Five Star Reviews System	2
Guaranteed Sale Program	2
PPE's Packet	2
Universal Business Autopsy	2

Containing over 1000 Millionaire Agent Maker Resources!

**Final Score**

**100%**

CHAPTER MENU | NEXT CHAPTER

**Tips to Effectively Dealing With Objections**

3) Cushion the objection – Never be condescending or argumentative. Cushion it three times: "I understand – others have expressed similar concerns. If I were in your shoes I would feel the same way..." as an example.



**Chapter Assessment**

This chapter test is a series of multiple choice questions. As you select your answers, each question is timed and all results are recorded on your "Report Card." Click START below when you are ready to begin.

Questions	Passing Score
5	100%

START

# Leading Edge Technology

The Technology is available as an optional add on for additional investment.

- ✓ **YHSGR LEAD GEN WEBSITE & CRM**
- ✓ **Multiple Cash Offers + Guaranteed Price Platform**
- ✓ **Dotloop for YHSGR**
- ✓ **YHSGR MyState MLS System\***
- ✓ **YHSGR Zillow Listing Showcase System**
- ✓ **YHSGR A.I. (Lex-E)\***



  
*Scan Code for Video  
Details on The YHSGR  
Website and CRM.*

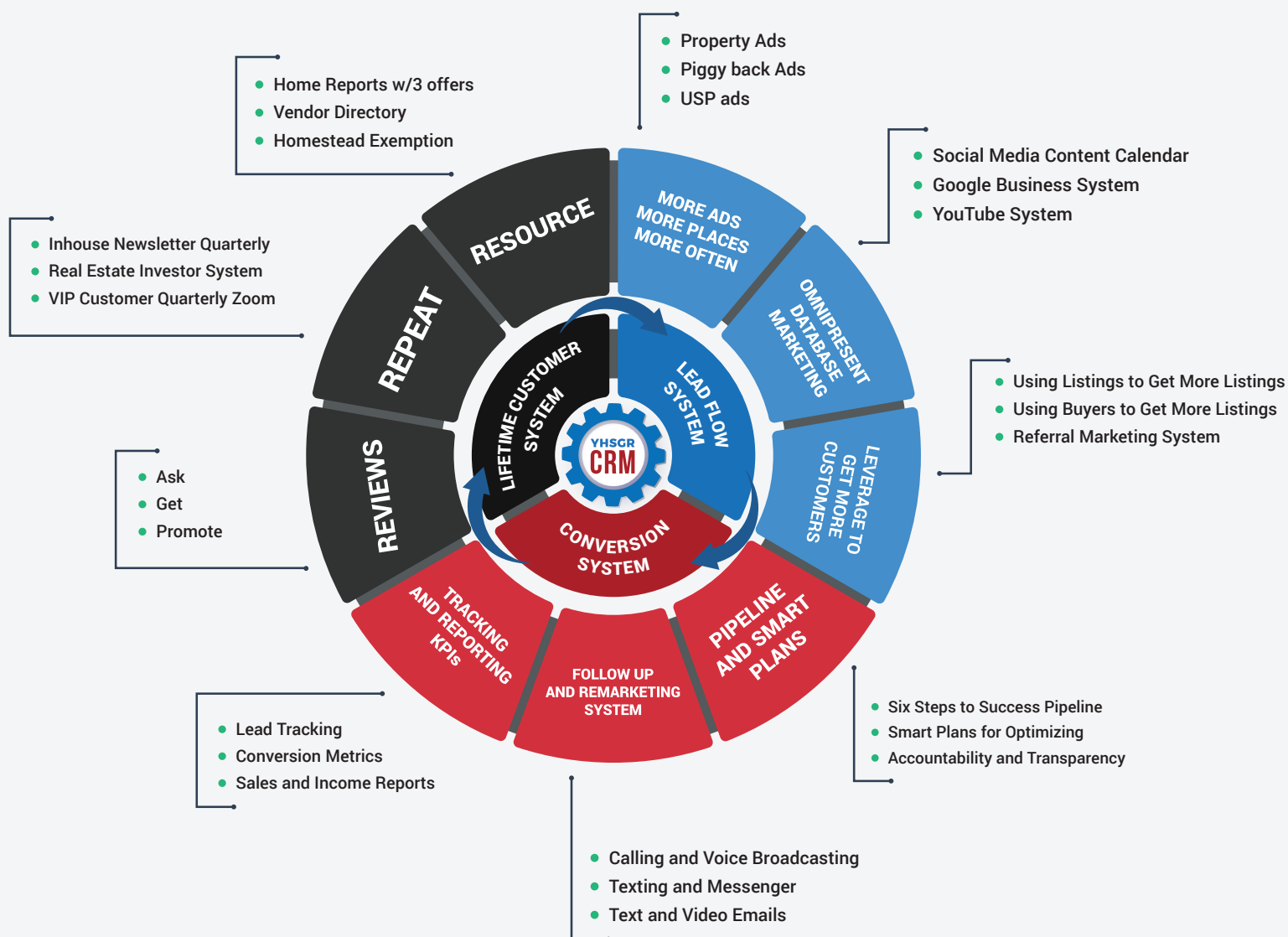
[Tinyurl.com/yhsgr-website-and-crm](https://tinyurl.com/yhsgr-website-and-crm)

\*Available as an add on, purchased separately.



Scan Code for Video  
Details on The YHSGR  
Website and CRM.

# YHSGR CRM THE #1 WEBSITE AND CRM TO POWER YOUR VISION



# YHSGR LEAD GEN WEBSITE



Scan Code for Video Details on The YHSGR Website and CRM.

YOUR HOME SOLD GUARANTEED REALTY. Our Name is Our Promise.

BUYERS GUIDE | SELLERS GUIDE | ABOUT | BLOG | SIGN IN / REGISTER

## Buying and Selling Has Never Been So Simple

BUY SELL

YOUR HOME SOLD GUARANTEED REALTY. BUY | SELL | SELLER RESOURCES | BUYER RESOURCES | ABOUT | MARKET SNAPSHOT | REGISTER | SIGN IN

## Seller Resource Center

Sell your home with confidence. These useful guides will help you navigate the home selling process, sell your home fast and for the best possible price.

Get your FREE Seller Guides here

- 27 VALUABLE TIPS You Should Know To Get Your Home SOLD FAST And For TOP DOLLAR!
- SELLER TIPS HELPFUL TIPS!
- The 9 Step System To Get Your Home SOLD FAST And For TOP DOLLAR!
- THESE MISTAKES

YOUR HOME SOLD GUARANTEED REALTY. BUY | SELL | SELLER RESOURCES | BUYER RESOURCES | ABOUT | MARKET SNAPSHOT | REGISTER | SIGN IN

## Buyer Resource Center

Buy your next home with confidence. These useful guides will help you navigate the home buying process, find your perfect home and purchase for the best possible price.

Get your FREE Buyer Guides here

- 6 Things You Must Know Before You Buy
- THESE MISTAKES
- 9 Buyer Traps and How to Avoid Them
- BUYER TRAPS



SCAN CODE FOR VIDEO DETAILS

# YHSGR CRM



Scan Code for Video Details on The YHSGR Website and CRM.

[tinyurl.com/yhsgr-website-and-crm](https://tinyurl.com/yhsgr-website-and-crm)

# YHSGR CRM

THE #1 WEBSITE AND CRM TO POWER YOUR VISION

MARKETING

Dashboard

Lofty AI

Automation

Smart Plans

Home Report

Auto Property Alerts

Lead Generation

Lofty Blast

Brand Awareness

Local Service Ads

## Smart Plans

Build Your Business System with Smart Plan

### Agent Accountability

Overview | Agent Table | Office Table

This Month | Account Type: Any | Activity Reporting: 00:00-24:00 | Filters: Office: Your Home Sold Oua...

**New Leads: 9961** (192 in last 24 hours)

**Calls:** 4.5K leads called, 7.1K calls made

**Emails:** 53.6K leads emailed, 179.2K emails sent

**Texts:** 8.1K leads texted, 10K texts sent

Agent	Leads	Contacts
Connie Garrett	965	10058
Carol Roysse	575	5779
Hal Blake	404	5252
Deborah Kling	345	4196
Bill Watson	514	3343

Company Leads

All Leads 366931 | New Leads 206817 | Attempted Contact 76556 | Follow Up/Nurturing 42884 | Appointment Set 1020 | Appointment Met 415 | Signed VIP Agreement 328 | Marketing Not in MLS 65 | Marketing in MLS

Name	Pipeline	Tags	Owner	Agent	Contact Info	Lead Score	Last To
Grace3 Dayrit3 Seller	Closed	Appt Set +1 + Tag	Vinny Steo Team	Rob Hittle	grace3@dayrit3.com +1 333-333-3311	37 = 3 months ago	Not Co Take Ac
Grace2 Dayrit2 Seller	Under Contract	Appt Set +1 + Tag	Vinny Steo Team	Rob Hittle	grace2@dayrit2.com +1 222-222-2220	37 = 3 months ago	Not Co Take Ac
Grace1 Dayrit1 Buyer	Marketing in MLS	Buyer Lost Complete +1 + Tag	Vinny Steo Team	Rob Hittle	grace1@dayrit1.com +1 111-111-1119	37 = 3 months ago	Not Co Take Ac
Margo3 Manning3 Buyer	Submitting Offers	Has Agent +1 + Tag	Vinny Steo Team	Rob Hittle	margo3@manning3.com +1 333-333-3338	37 = 3 months ago	Not Co Take Ac
Margo2 Manning2 Agent	Submitting Offers	Poor Credit +1 + Tag	Vinny Steo Team	Rob Hittle	margo2@manning2.com +1 222-222-2227	37 = 3 months ago	Not Co Take Ac
Margo1 Manning1 Seller	Showing	Cust Svc Buyer +1 + Tag	Vinny Steo Team	Rob Hittle	margo1@manning1.com +1 111-111-1116	37 = 3 months ago	Not Co Take Ac
Vinny3 Steo3 Buyer	Showing	Poor Credit +1 + Tag	Vinny Steo Team	Rob Hittle	vinny3@steo3.com +1 333-333-3335	37 = 3 months ago	Not Co Take Ac
Ofeer Benaltaba Seller   Homeowner	New Leads	Vortex Expires 2025 +2 + Tag	Hal Blake	Hal Blake	N/A +1 917-312-5555	19 = 2 minutes ago	Not Co Take Ac

# MULTIPLE CASH OFFER PLATFORM AND SYSTEM



Scan Code for Video Details on The YHSGR Website and CRM.

**YOURHOMESOLD**  
GUARANTEED REALTY. (480) 776-5231

## Multiple Cash Offers & More

Find out what your home will sell for with convenience, choice and certainty and no obligation.

Enter your address:

AS SEEN ON



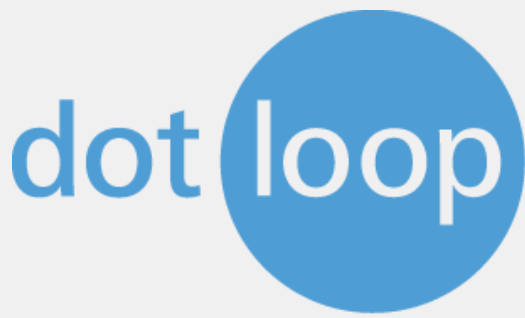
**GUARANTEED**  
*Multiple Cash Offers  
On Your Home Today for 100  
% of Market Value or we'll Pay  
you the Difference!\**

Erika Page  
Contracts@luxurylvrealt.com

402 W Country Dr  
Las Vegas, NV 89102  
Highest Offer: **\$1,490,082**

Offer Amount	Offer Amount	Offer Amount	Offer Amount	Offer Amount	Offer Amount
Upgrade & Sell	Zoom Casa Cash Offer Plus	Cash and Sell	Sell and Leaseback	Homeviant	Straight Cash
\$1,490,082	\$1,390,743	\$1,362,929	\$1,345,975	\$1,231,423	\$903,983
<input type="button" value="Finalize"/>	<input type="button" value="Finalize"/>	<input type="button" value="Finalize"/>	<input type="button" value="Finalize"/>	<input type="button" value="Finalize"/>	<input type="button" value="Finalize"/>

**YOURHOMESOLD**  
GUARANTEED REALTY®  
— Our Name is Our Promise —



by **ShowingTime+**



# A real estate transaction management solution that brings people and software together to save time and create a delightful customer experience.



Edit



eSign



Share



Store



Compliance



Analyze and Grow



## **BROKERS** · Empower Agents. Grow Your Business.

Recruit, retain and boost agent productivity while scaling your brokerage.

- Simplify and accelerate compliance
- Oversee and track all transactions
- Digitize paperwork
- Sync your CRM, back-office and more



## **TEAMS** · Collaborate Better. Handle More Sides.

Enabling your real estate team to produce more and stand out in your market.

- Create team compliance workflows
- Build brand awareness
- Unlock transaction templates
- Get real-time notifications



## **AGENTS** · Remove Friction. Transact Faster.

Manage listings and submit offers in minutes to create a superior experience.

- eSign, edit, share in one system
- Transact with a [5-star mobile app](#)
- Access your state and local forms
- Track all activity in real time



# Using Listings to Get More Listings!

## Exclusive YHSGR Property Ads on Zillow

**Highlights** Details

For sale Price cut: \$10.9K (4/30)

**\$399,000**

78 Andover St, North Providence, RI 02904

4 beds 2 baths 2,040 sqft

Est. payment: \$2,593/mo Get pre-qualified

Listed by Nathan Clark 401-232-7661 Your Home Sold Guaranteed Realty, the Nathan Clark Team 760 Reviews

**Single family residence** Built in 1966 1 Acres

**Nathan Clark**  
401-232-7661 Your Home Sold Guaranteed Realty, the Nathan Clark Team  
4012327661 760 Reviews

Don't Call Anyone Else Call Nathan Clark Team Direct at 401-232-7661 and Receive These Exclusive Benefits:

- Exclusive financing rate of 5.87% APR with \$0 Money Down. \*\*\*\*
- First Responder and Military Appreciation Discount that will save you thousands! \*\*\*
- 1% OFF YOUR Mortgage Rate\*\*\*
- Free home inspection -no cost-no surprises here!\*
- Don't get stuck owning two homes-Buy This Home, Nathan Will Buy Yours! \*\*
- Up to \$8,065 back in closing costs credits\*\*\*
- Buy This Home with Zero Money Down! \*
- FREE 12- Month Home Warranty\*\*\*
- 24-Month Love it or Leave it Guarantee! If you don't like your home after you buy it, you can return it, no questions asked!\*\*\*

Not seeing anything you like for sale online, Ask about our exclusive off market, foreclosure and distress sale properties!

\*Available on our CPO Homes, to those who qualify

\*\* Nathan and seller must agree on price and time of possession

\*\*\* benefits for VIP buyers of Your Home Sold Guaranteed Realty, the Nathan Clark team

\*\*\*\*mortgage rates and benefits exclusive to new customers of annie mac, the momentum group, to those who qualify

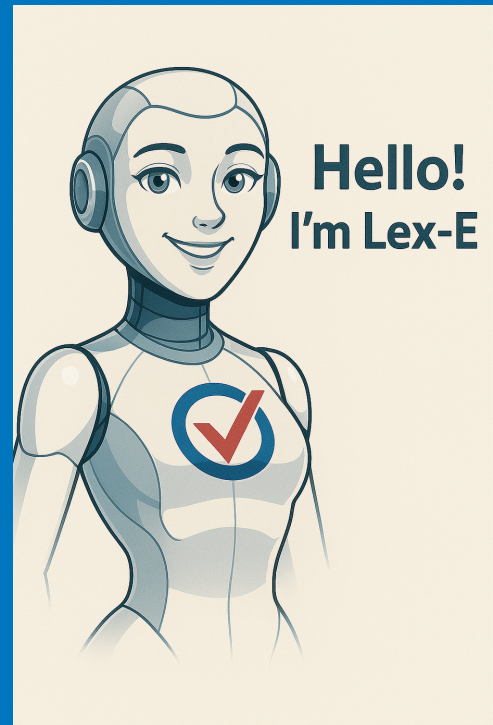
See less

Listed by Nathan Clark 401-232-7661 Your Home Sold Guaranteed Realty, the Nathan Clark Team 760 Reviews

Contact Nathan

Request a tour as early as today at 5:00 pm

# YHSGR A.I.



**YHSGR's exclusive Artificial Intelligence Admin**

## Lex-E can:

- ✓ Make Outbound Calls
- ✓ Take Inbound Calls
- ✓ Text and Email
- ✓ She has memorized and has been programmed with all of YHSGR's scripts, presentations, and materials.

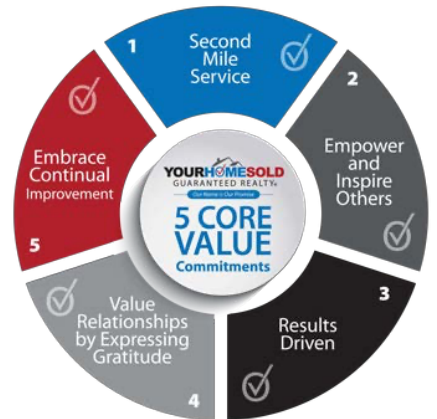
Scan the QR code and listen as Lex-E tells a prospect the value range of their home and sets a listing appointment!





Our Name is Our Promise

# Intellectual Property Licensed To You. Includes But Not Limited To:



GUARANTEED OFFERS. GUARANTEED PRICE. GUARANTEED SOLD.



**GUARANTEED**  
*Multiple Cash Offers  
On Your Home Today for 100%  
of Market Value or We'll Pay  
You the Difference!\**

QUALIFIED BUYERS GUARANTEE  
*If Your Home Fails to Close on Time  
Due to Buyer "financially not qualifying"  
We'll Pay You \$1000 Cash!\**

REALITY BASED SELLING TIME  
FRAME GUARANTEE  
*Your Home Will Sell within the Next  
90days Or We'll Pay You \$100.00 for  
Each Week it Remains Unsold!\**

REALITY BASED SELLING PRICE  
RANGE GUARANTEE  
*Your Home Will Sell Within the Agreed  
Upon Price Range, or We'll Pay You the  
Difference!\**

COMMUNICATION GUARANTEE  
*If We Fail to Update You Weekly or Return  
Your Calls Within 24 Hours, We Will Pay  
You \$100 Cash!\**

# REVENUE SHARE PLAN

To receive revenue share which pays out a percentage of an agents gross commission for recruiting them to the company, complete the Revenue Share Plan Course in YHSGRU.com, Module 1B and sign the Revenue Share Plan Agreement.

### Revenue Share Payout Example:

- \$400,000 Sales Price
- \$16,000 Commission (4%)
- \$3,200 Commission Split (20%)
- \$1066.00 Paid to 3 levels of upline
- \$495.00 Paid to Your Home Sold Guaranteed Realty
- \$12,305.00 Paid to Agent (50% higher than industry average).



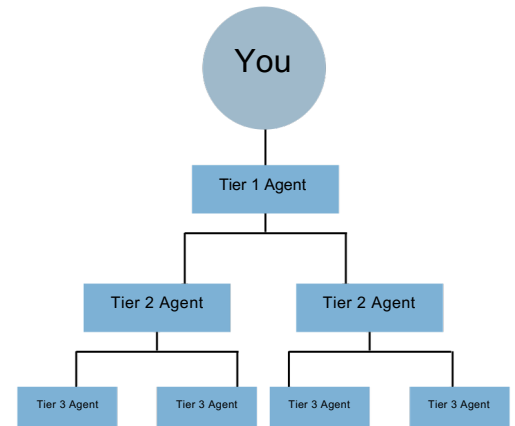
Scan QR code to learn more about the Revenue Share Plan!

On Average an agent will recruit 2 people into their tier 1 of downline  
 Thus, for every 1 agent you recruit, you will gain a total downline count of 7 producing agents

- Tier 1 = 1 Agent
- Tier 2 = 2 Agents
- Tier 3 = 4 Agents
- \*7 Total Agents in downline per 1 recruit

### This Growth Plan Describes a pay out of \$350,000.00 in annual residual income

- Tier 1 = 10 agents  
 $\$5,000.00 \times 10 = \mathbf{\$50,000.00}$
- Tier 2 = 20 agents  
 $\$5,000.00 \times 20 = \mathbf{\$100,000.00}$
- Tier 3 = 40 agents  
 $\$5,000 \times 40 = \mathbf{\$200,000.00}$



**\*Revenue Share Plan is calculated per calendar year.**

\*The above illustrations are examples only and may not be an accurate representation of an agent's transaction or recruiting outcomes. To qualify for receiving revenue share you must get the agent prospect to sign the paperwork to join the brokerage. That process includes a one on one meeting with the agent prospect, reviewing the benefits of being at the brokerage and getting the paperwork back from the agent prospect required to activate their license at Your Home Sold Guaranteed Realty. Company generated agent prospect leads given directly to you can't be passed on to a downline agent. An upline real estate agent agrees to assist a downline real estate agent as needed. Should an upline agent refuse to assist an agent within their downline, they may be removed from receiving revenue share for that downline agent.

To receive a revenue share check, you must have at least one closing for the month. If not, a transaction fee of \$495 will be deducted from your revenue share check. You can receive up to \$5,000 per agent per calendar year from each of your three levels of downline (tier's). We take the % the brokerage gets on an agents transaction (not including the transaction fee due the brokerage) and divide that by three, and pay that amount to each of the three uplines (tier's) until an agent caps. In order to unlock and get paid on your tier you must have at least 5 agents in your tier one selling at least one home each that month. In order to unlock tier 3, you have at least 10 agents in your tier one selling at least one home each that month. If an agent is released or leaves the company, they forfeit any and all revenue share. Revenue share is non-transferable and is forfeited if the agents real estate license lapses, agent becomes delinquent on fees, leaves the company, violates license law or brokerage policies and procedures. In order to receive any revenue share, agent must sign the Revenue Share Policy and Procedures Agreement.

Agent Signature :

Your Upline Sponsor: \_\_\_\_\_  
 (Who introduced you to YHSGR)



# COACHING AND TRAINING SYSTEM

# THE COACHING and TRAINING SYSTEM

The #1 Business Building Coaching and Training in Real Estate Guaranteed!



Scan Code for Video Details on The Coaching and Training System.

[tinyurl.com/coaching-and-training-system](https://tinyurl.com/coaching-and-training-system)



## FLOW

### The Monday YHSGR Lead Generation Workshop!

Every Monday at 11am ET/8am PT join Todd Walters and a Panel of Multi-Millionaire Owners and Team Leaders as we roll up our sleeves and Increase Lead Flow and Sales!

- ✓ The 1st Monday of the month: YHSGR Cash Offers System Best Practices.
- ✓ The 2nd Monday of the month: YHSGR Omnipresent Database Marketing Systems
- ✓ The 3rd Monday of the month: Using Customers to Get More Customers
- ✓ The 4th Monday of the month: More Ads in More Places More Often Systems.

## YHSGR CRM Part One

### The Tuesday YHSGR CRM Part One Onboarding, Coaching & Training.

Every Tuesday at 11am ET/8am PT join Eric Grapner and Super Star Agents as we show you how to setup your YHSGR CRM for success!

- ✓ **Users:** How to Add Them | Types of Users/Permissions | Notifications
- ✓ **Database Import**  
Normalizing Data – combining databases.  
Segmentation (buyer, seller, Sphere, Lifetime Customer)  
SOI Kickstart:  
Property Alerts  
Market Snapshots  
Market Reports  
Home Reports.

## CONVERSION

### The Wednesday YHSGR Conversion Workshop.

Every Wednesday at 11am ET/8am PT join Todd Walters and a Panel of Multi-Millionaire Owners and Team Leaders and Improve Conversion Systems!

- ✓ The 1st Wednesday of the month: The Art of the Deal: Prospect to Close Systems.
- ✓ The 2nd Wednesday of the month: Pipe Line and Smart Plan Automation
- ✓ The 3rd Wednesday of the month: Follow Up and Remarketing Systems.
- ✓ The 4th Wednesday of the month: Tracking, Reporting and KPI's.

## YHSGR CRM Part Two

### The Thursday YHSGR CRM Part Two Onboarding, Coaching & Training.

Every Thursday at 11am ET/8am PT Eric Grapner and Super Star Agents as we show you how to setup your YHSGR CRM for success!

- ✓ **People**  
Manual add new lead  
Auto added new lead  
Lead Sources.  
Pipeline Stages  
Lead Navigation.
- ✓ **Smart Plans**  
Company Plans.  
Remarketing and Follow Up Plans.  
Process and Transaction Plans.
- ✓ **Transactions.**  
Tracking and Reporting  
Contract to Close.  
CDA.

## RETENTION

### The Friday YHSGR Life Time Customer System Clinic!

Every Friday at 11am ET/8am PT join Todd Walters and a Panel of Multi-Millionaire Owners and Team Leaders as We Turn Clients into Life Time Customers!\*

- ✓ The First Friday of the Month: Systems, Mindset and Guarantees!
- ✓ The Second Friday of the Month: Using DISC to Win and Influence!
- ✓ The Third Friday of the Month: The VIP Buyer System.
- ✓ The Fourth Friday of the Month: Working with Sellers.

\*The Friday Sessions are Open to ALL at YHSGR Including Outside Sales Agents and Team Members!

## ONE-ON-ONE COACHING

Having a Certified YHSGR Coach is a unique strategic advantage in today's marketplace that will...

- Help you implement the First 12 Months Checklist and Millionaire Agent Operating System Business Plan!
- Increase the amount of money you earn per sale by \$5,000 or more
- Get you paid 3 times on a real estate transaction. Including receiving some portion of your fee upfront, a higher than industry commission, plus a transaction fee.
- Teach you how to recruit, hire, and train your own super profitable sales team.
- Leverage YHSGR's Leading Edge Technology
- Keep you on track to Quantum Leap your business without going insane trying to figure out your next move.

Your One-On-One coaching includes up to 45 minute Coaching Consults every other week, conducted by zoom, along with phone/email/text strategy conversations in between.

✓ **Optional at \$1,000.00 Month-to-Month**  
Billed on the 1st day of each month. Cancel with 30 days notice.



Scan the QR Code to learn MORE about YHSGR Coaching!

“Todd Walters was my one on one coach for more than 10 years. Now, I get to help others in the same way that Todd helped me.”

Bill Watson



By signing below you agree to the terms and conditions outlined above.

Optional Coaching Add-On. Please select one option below.

Yes, add Coaching for \$300/month

Not at this time

\_\_\_\_\_  
YHSGR Agent

*Bill Watson*

\_\_\_\_\_  
YHSGR Head Coach

**YOUR**  **HOMESOLD**  
GUARANTEED REALTY™

*Our Name is Our Promise*

# Business Building Conference Every 6 months.

Scan QR code for video  
preview



# SUCCESS TRACK ONBOARDING

## Activation

- \*Upon signing paperwork and paying the Onboarding fee, agent shall receive 14-day limited access to YHSGRU.com.
- \*Upon license activation, agent receives full access to YHSGRU.com & Brokerage Deliverables.
- \*Agent will attend Orientation once license is activated with YHSGR.
- \*All commissions are held until Agent attends Orientation (Monday's at 2pm ET).

## PRE-ORIENTATION

(Begins Upon License Activation)

### ✓ Plan, System, Routine, & The Perfect Week

- Download the following materials from the YHSGRU File Vault: [Success Track Folder](#)
  - ✓ Agent Score Card and Productivity System PDF
    - Pro Tip: Adopt it as your daily routine for the perfect week. Report daily and weekly results to your mentor.
    - Watch the Agent Score Card training course in Module 1-> Success Track for Certification and Agent Pro Ranking!
  - ✓ Volume Breakdown Analysis
    - Download and watch the training course (Module 1-> Success Track)
    - This is reverse engineering your income goals to the actions needed.
  - ✓ PPF Packet
    - Your 1 year, 3 year, and 10 year Personal, Professional, and Financial Goals. We want to help you achieve them. Share to the extent you want!
- ✓ Watch Module 1 - Course: Why We Exist
  - Watching these video courses will help you understand our philosophy of challenging norms and standards in real estate, seeking to do things differently, and proving to be superior for the customer and for the agent!
- ✓ Submitted professional headshot photo to [success@yhsg.com](mailto:success@yhsg.com).
- ✓ Access to the Your Home Sold Guaranteed Realty private Facebook Group.
- ✓ Access to your state's Slack channel.

# ORIENTATION

**Mondays at 2pm ET / 11am PT**

- ✓ Communication System
- ✓ YHSGRU.com
- ✓ First 90 Days Coaching
- ✓ YHSGR Organizational Chart
- ✓ YHSGR CRM (MAOP - Millionaire Agent Operating Platform)
- ✓ Dotloop Transaction Management System
- ✓ Commission Disbursement Authorization (CDA) / Pay at Close System
- ✓ Cash Offers + Guaranteed Price Platform
- ✓ Charity
- ✓ Home Warranty
- ✓ Answering Service / Phone System Vendor
- ✓ Signs
- ✓ Lex-E A.I. Admin HouseTalk System
- ✓ Business Cards
- ✓ MLS
- ✓ Firm License #, EIN #, and NAID #
- ✓ YHSGR Brokerage Engagement Agreements (VIP Buyer and Seller Agreements)
- ✓ YHSGR Weekly Zoom Training Schedule
- ✓ Advanced Agent Certification - *complete the first 3 sub-modules of Module 1 for a special gift from us! Success Track, Infrastructure, & Advanced Agent Workshop*



# LEADERSHIP TEAM



**Todd Walters**



**Nathan Clark**



**Shelly Salas**



**Tracy King**



**Dr. Dwight 'Ike' Reighard**  
**Chief People Officer**



**Mackenzie Walters**  
**Chief of Staff**



**Trent King**  
**Technology Director**



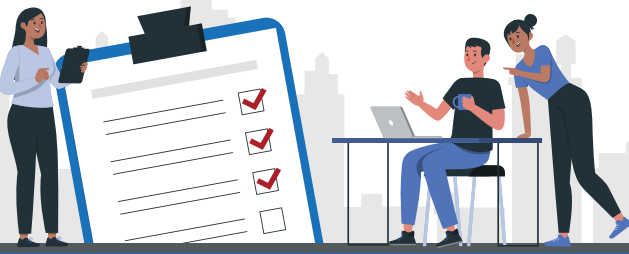
**Bill Watson**  
**Head Coach**



**Janice Strickland**  
**One on One Coach**



**Ira Miskin**  
**Master Broker**



Eric Grapner

MAOP Director



John Pyke

Strategic Agent Growth Director



Laura Petersen

Strategic Agent Growth Manager



Gil Uy

Agent Support Manager



Cedric

Agent Transactions Manager



Billy Villegas

Marketing & Promotional Admin



Danica Mansueeto

YHSGR Support Rep



Arielle Samson

MAOP Admin



Fenella Samson

Company Support Admin



Katie O'Rielly

AR/AP & Bookkeeping Manager



# SPONSORED CHARITY FORM

*"For whatever a man sows, this he will also reap." - Galatians 6:7*

We are on a mission to raise money for Worthy Causes that align with our Go Serve Big mission... and need your help!

These nonprofits and charities lead the way in helping Children fight through and survive nasty debilitating diseases, disorders and injuries that many times rob the life out of these young people. In addition to Children's Charities, we support First Responder Charities that help and support Active and Inactive Duty Military, Active Police, Fire and Rescue professionals who run into the bullets, the fire and danger to protect our freedom and save lives.

These charities depend on sponsorships and donations from amazing professionals like you and companies like ours to support the life changing work they do.

We are on a mission to donate a portion of income from 100% of the real estate sales at Your Home Sold Guaranteed Realty to these very worthy causes. Your donation per closing goes a long way to changing lives!

A donation of \$50 will be paid from your commission per closing and sent on your behalf to the Worthy Causes Supported by YHSGR Go Serve Big Foundation.

\*You may increase your donation at any time on any closing.



Scan the QR Code to See the Impact Your Contribution Makes!

Agent Signature



## Who do I go to for help?

### **Slack**

At orientation we will connect to our workplace collaboration app (Slack). There you can seek help on system implementation details, getting a customer to move forward, putting a deal together, getting a deal done, in state real estate forms questions, referrals, sharing a win or discovery... pretty much anything. We have Slack Channels broken down by State/Province as well as departments, like Transactions Dept.

### **YHSGR HQ**

Everyone on payroll at YHSGR has a virtual office they work from daily. You can schedule a meeting if for some reason the Slack Channel is not helpful. [Support.YHSGR.com](https://support.YHSGR.com) is the link to Corporate HQ.

### **One on One Coach**

Your Coach is your go to on the Plan, System and YHSGR Best Practices and you should be consulting with them once every two weeks. You can also connect with your coach in Slack in-between consults.

### **Master Broker**

At your last brokerage, the Broker at that office was probably the go to for most everything when it came to getting customers and conversion of customers to sales. That's not so here. Leverage the Slack Channel and your Coach. Most brokers at other brokerages have not scaled to Millionaire Agent Teams and pretty much direct agents to do things NAR's way. Those ways are not our ways. The Master Broker deals with compliance and complaints if they are escalated to that level. For selling real estate, getting customers to do things, contracts and forms. questions, and putting deals together – tap into the Millionaire Agent Network on Slack for YHSGR best practices. If the Master Broker is needed, you can submit a ticket to YHSGR HQ at [support.YHSGR.com](https://support.YHSGR.com).



# PAY PLAN

I, \_\_\_\_\_ authorize YourHomeSoldGuaranteed Realty to electronically debit my account as indicated below.

\$100 Intellectual Property License Fee, billed on the 1st day of each month

\$100 a month, Technology and Insurance Package, billed on the 1st day of each month = YHSGR Lead Gen Website + CRM, YHSGRU.com, YHSGR Cash Offers + Guaranteed Price Platform, YHSGRsupport.com, Dotloop, and E&O Insurance.

An 80/20 split on any Upfront fees, commissions, transaction fees, and referrals paid by the buyer or seller or referring brokers on each transaction/sale/closing, with an annual cap to the Brokerage of \$15,000.

A \$495 per Closing Brokerage Transaction Fee (Customer pays, see buyer and seller agreements. In the event the customer doesn't pay, the fee will be paid by the Agent).

A one-time onboarding fee of \$200 due at time of agreement.

\*There is a \$100 Per Closing Credit paid by America's Preferred Home Warranty automatically applied to Intellectual Property & Tech Package fees for the calendar year (provided APH warranty application paperwork was completed and ordered by you, the agent).

Any Overages will be applied to your choice of: YHSGR Conference, or A YHSGR Sponsored Charity.

I have indicated below, with my signature, my desired Payment Option and hereby authorize YHSGR LLC to charge my credit card or initiate an ACH transfer in the full amount of the Agent Pay Plan.

## Please Indicate Primary or Secondary

ACH Direct Withdrawal (FREE)

Primary

Secondary

Company/Individual Name: \_\_\_\_\_

Bank Name: \_\_\_\_\_

Routing Number: \_\_\_\_\_

Checking:  Savings:

Account Number: \_\_\_\_\_

Business:  Personal:

Credit Card (3.4% Processing Fee)

Primary

Secondary

Credit Card Number: \_\_\_\_\_

Expiration Date: \_\_\_\_\_

Security Code: \_\_\_\_\_

Billing Address: \_\_\_\_\_

Zip Code: \_\_\_\_\_

Agent Signature: \_\_\_\_\_

Date: \_\_\_\_\_

\*First 90 days Success Track with One-on-One mentor is required. See One-On-One coaching for details.

# FAQ

## How Do I Get Paid?



Applicable if Joining a YHSGR Corporate Owned Brokerage  
as an Agent.

**Upfront Fees** are processed and paid on Wednesdays Weekly. Upfront fees would need to be received and posted to the Brokerage Bank Account before Monday at 5pm ET.

**Referral Fees** are processed and paid on Wednesdays Weekly. Referral fees would need to be received and posted to the Brokerage Bank Account before Monday at 5pm ET.

**Commissions** as per the agents pay plan are paid to you the agent at closing by the closing attorney or title company in your state/province if the law allows. The CDA and all transaction paperwork including a preliminary ALTA must be submitted to the Transactions Department no later than 48 hours prior to closing. Otherwise, the commission owed to you the agent will be processed on Tuesdays and Thursdays weekly provided the money is received and posted to the Brokerage Bank Account the day before. This is all covered in Orientation and Onboarding.

**Revenue Share** Checks are paid out on the 15<sup>th</sup> of each month. Ex. Your revenue share earned in May (from all your downlines closings in May) will be calculated and paid to you July 15<sup>th</sup>. This allows time for all closings for the month to be in and accounted for.

\*This is all provided the agent is in good standing with their monthly fees. Any areas or delinquent fees will be deducted from any income due agent.

As per real estate license law, any and all upfront fees, commissions and referral fees must be paid to the Brokerage. It is illegal for an agent to get paid directly by a buyer or seller.