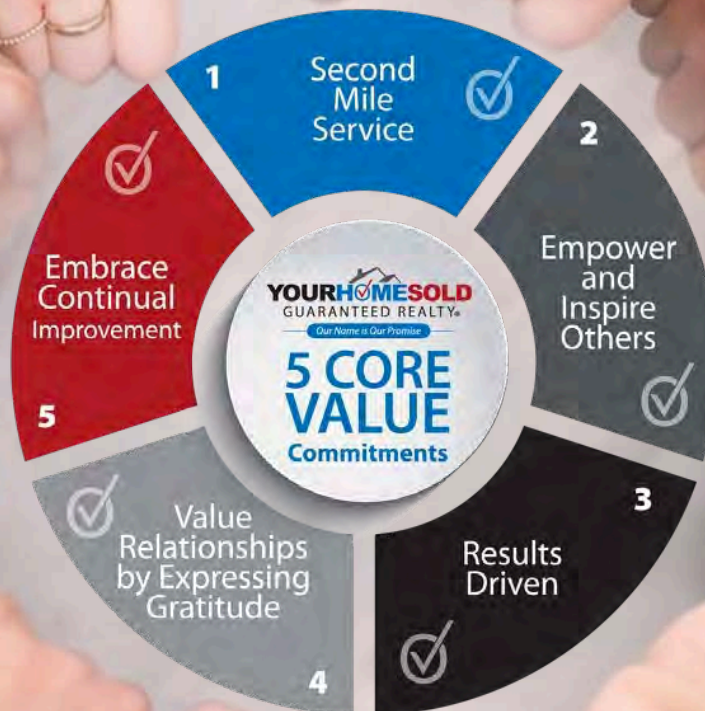




***The Best Place to Work,
Buy and Sell Real Estate.***



***The Agent
Book of Benefits***



YOUR HOME SOLD

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: _____

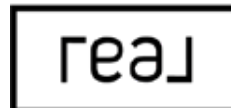
THE #1 BRAND FOR SELLER ATTRACTION



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

tinyurl.com/1-brand-for-seller-attraction

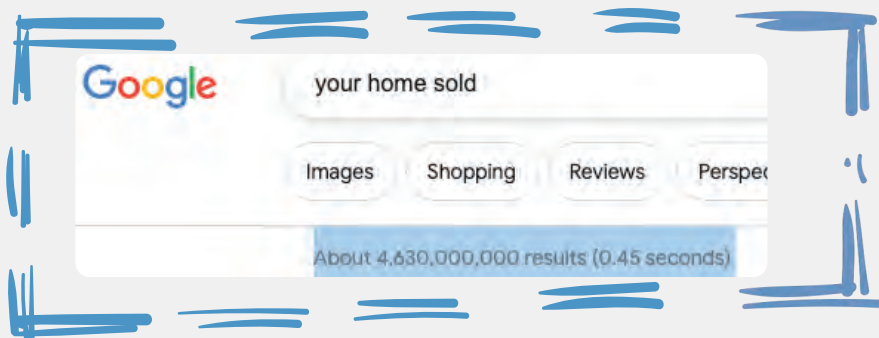
*Why Would I Contact You to
Sell My Home Over Any
Other?*



COMPASS REAL ESTATE

corcoran

4.6b results in
most search
engines!



*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.

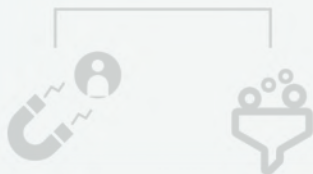


THERE IS ONLY PLAN AND SYSTEM



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

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
S
Y
S
T
E
M



*The Millionaire Agent
Super Profitable Sales Team*

FIRST TWELVE MONTH'S CHECKLIST

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

100% of Agents who
have Implemented
this Plan are
Millionaire
Agents!

"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.

YOUR HOME SOLD
GUARANTEED REALTY.
Get More Leads & Close More Deals

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
ESOC	2
Getting Five Star Reviews System	2
Guaranteed Sale Program	2
PPF's Packet	2
Universal Business Autopsy	2

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.



Containing over 1000
Millionaire Agent Maker
Resources!

YOUR HOME SOLD
GUARANTEED REALTY.
Get More Leads & Close More Deals

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

Chapter Assessment

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

Submitted: 5

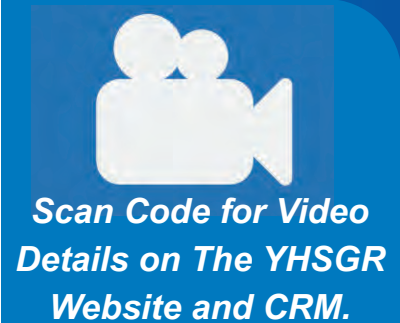
Passing Score: 100%

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)

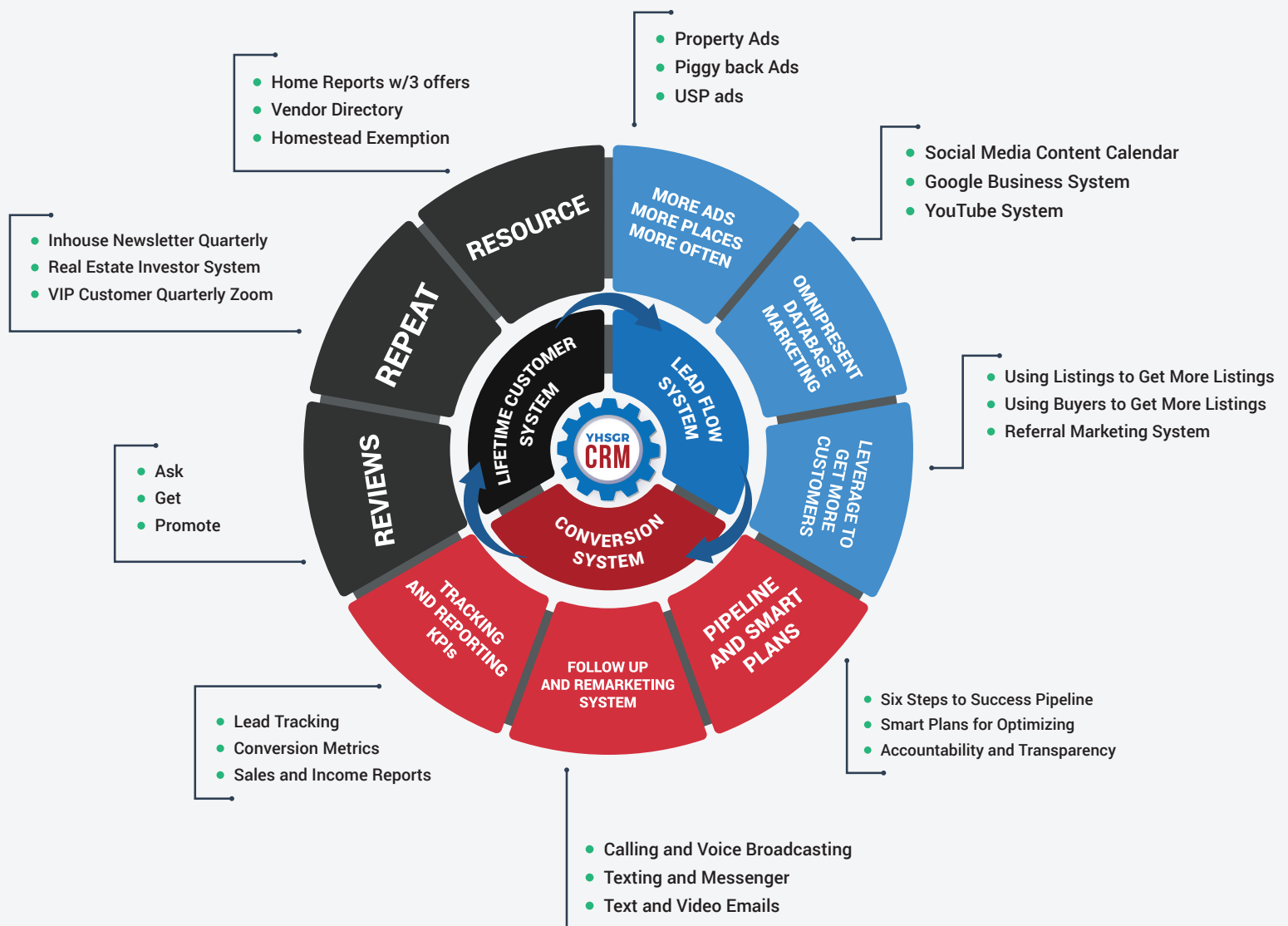
*Available as an add on, purchased separately.



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

YHSGR CRM

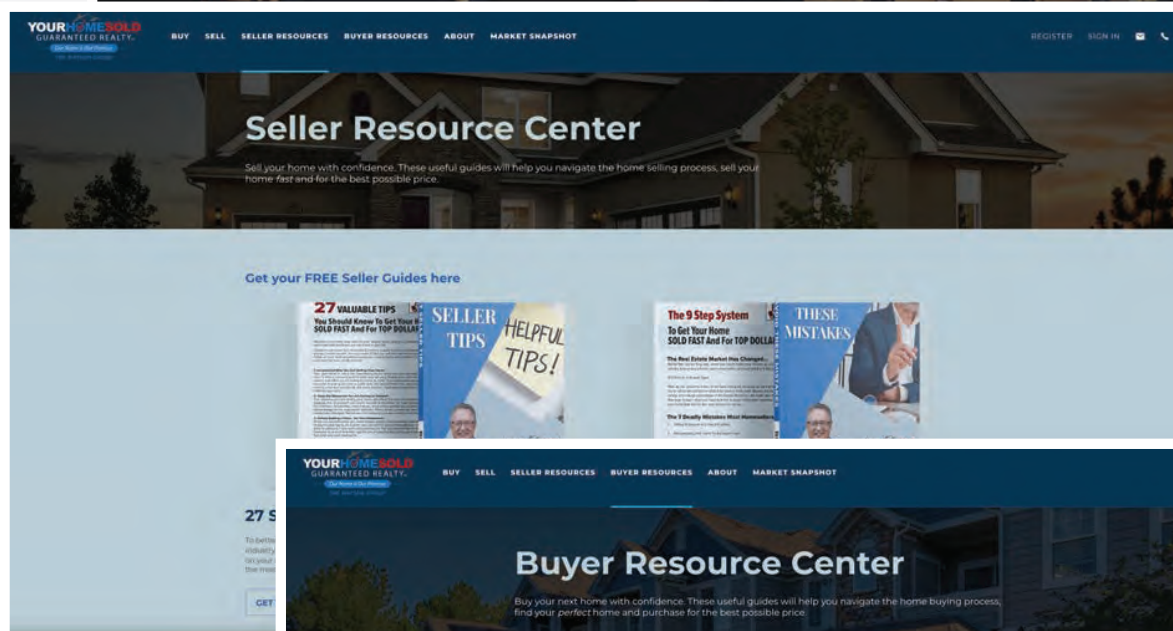
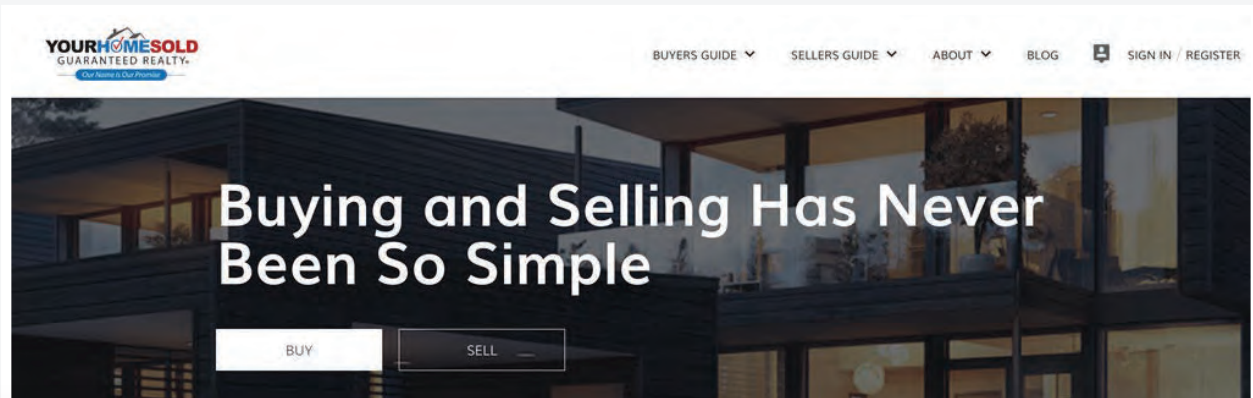
THE #1 WEBSITE AND CRM
TO POWER YOUR VISION



YHSGR LEAD GEN WEBSITE



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



SCAN CODE FOR
VIDEO DETAILS

YHSGR CRM



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

tinyurl.com/yhsgr-website-and-crm

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

MARKETING

Dashboard

Lofty AI

- Overview
- AI Copilot
- AI Sales Assistant
- AI Marketer

Automation

- Smart Plans
- Home Report
- Auto Property Alerts

Lead Generation

- Buyer Lead Gen
- Seller Lead Gen
- Re-marketing Ads

Lofty Blast

- Zip Code Blast
- Listing Blast

Brand Awareness

- Sphere Ads
- Local Service Ads

Smart Plans [Go Guide](#) + Add New

Sign up for LIVE training sessions to learn about Smart Plans.

My Smart Plans Office Smart Plans Company Smart Plans Library

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 Due...

New Leads 9961 Calls 4.5K Leads Qualified 7.1K Leads Closed 53.6K Leads Enrolled 179.2K Leads Contacted 8.1K Leads Signed 10K Leads Closed

Contacts Made By Leads By Activity

Connie Garrett	10058
Carol Reysse	5779
Hal Blake	5252
Deborah Kling	4196
Bill Watson	3343

Company Leads								
All Leads 386931 New Leads 200517 Attempted Contact 79650 Follow Up/Nurturing 42884 Appointment Set 1000 Appointment Met 419 Signed VIP Agreement 395 Marketing Not in MLS 80 Marketing in MLS 1								
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 +1 111-111-1118	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@imanning2.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
Ofer Benaitaba Seller Homeowner	New Leads	Vortex Expires 2025 +2 + Tag	Hal Blake	Hal Blake	N/A +1 917-312-5555	10 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

FOX 5, ESPN, FOX 4, FOX 3, FOX 2, FOX 1, FOX 10, FOX 11, FOX 12, FOX 13, FOX 14, FOX 15, FOX 16, FOX 17, FOX 18, FOX 19, FOX 20, FOX 21, FOX 22, FOX 23, FOX 24, FOX 25, FOX 26, FOX 27, FOX 28, FOX 29, FOX 30, FOX 31, FOX 32, FOX 33, FOX 34, FOX 35, FOX 36, FOX 37, FOX 38, FOX 39, FOX 40, FOX 41, FOX 42, FOX 43, FOX 44, FOX 45, FOX 46, FOX 47, FOX 48, FOX 49, FOX 50, FOX 51, FOX 52, FOX 53, FOX 54, FOX 55, FOX 56, FOX 57, FOX 58, FOX 59, FOX 60, FOX 61, FOX 62, FOX 63, FOX 64, FOX 65, FOX 66, FOX 67, FOX 68, FOX 69, FOX 70, FOX 71, FOX 72, FOX 73, FOX 74, FOX 75, FOX 76, FOX 77, FOX 78, FOX 79, FOX 80, FOX 81, FOX 82, FOX 83, FOX 84, FOX 85, FOX 86, FOX 87, FOX 88, FOX 89, FOX 90, FOX 91, FOX 92, FOX 93, FOX 94, FOX 95, FOX 96, FOX 97, FOX 98, FOX 99, FOX 100

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
Boulder, CO 80501
Highest Offer: **\$1,490,082**

Offer Amount	Offer Amount	Offer Amount	Offer Amount	Offer Amount	Offer Amount
\$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 —

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

for **BROKERS**

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

for **TEAMS**

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

for **AGENTS**

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



Exclusive YHSGR Property Ads on Zillow

Highlights

Nathan Clark 401-232-7661 Your Home Sold Guaranteed Realty, the Na...

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

Nathan Clark 401-232-7661 Your Home Sold Guaranteed Realty, the Nathan Clark Team

760 Reviews

Single family residence Built in 1966 1 Acres

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

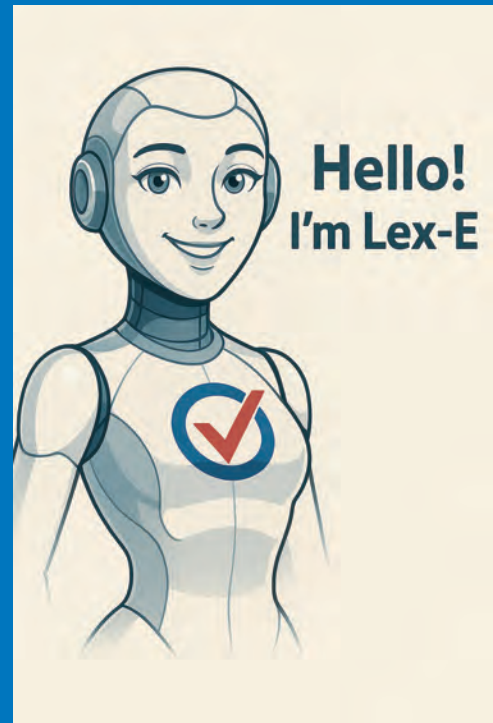
*** benefits for VIP buyers of Your Home Sold Guaranteed Realty, the Nathan Clark team

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

[See less](#)

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!





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 x 10 = **\$50,000.00**

Tier 2 = 20 agents

\$5,000.00 x 20 = **\$100,000.00**

Tier 3 = 40 agents

\$5,000 x 40 = **\$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



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.

✓ **First 90 days \$900 paid from first closing - Not Optional**

✓ **Post first 90 days: Optional at \$300.00 Month-to-Month**

Billed on the 1st day of each month beginning 4 months after license activation date. Cancel with 30 days notice. If you wish to exercise this option after your first 90 days, simply notify success@yhsg.com.



**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.

YHSGR Agent

Bill Watson

YHSGR Head Coach

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@yhsggr.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

FAQ

Who do I go to for help?

Slack | YHSGR HQ | One on One Coach



First - 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.

Second - 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.yhsg.com) is the link to Corporate HQ.

Third - 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.



Who do I go to for help?

Master Broker



Fourth - 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.



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



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.

www.yhsgsupport.com | success@yhsg.com | Go Serve Big!

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 15th 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 15th. 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.

INDEPENDENT CONTRACTOR AGREEMENT

This Agreement made the date of _____, by and between Your Home Sold Guaranteed Realty _____,

hereinafter referred to as "Broker," and _____, hereinafter referred to as "Licensee."

WHEREAS, Broker and Licensee are duly licensed under the laws of the State in which you are licensed to sell real estate; and

WHEREAS, Broker and Licensee desire to work together in the real estate brokerage business in a broker-licensee relationship as set forth in this Agreement.

NOW, THEREFORE, IN CONSIDERATION of the mutual covenants contained herein, the parties agree as follows:

1. Obligations of Licensee. Licensee covenants and agrees to:

- A. work diligently to sell, lease, rent, and/or manage any and all real estate listed with Broker, to solicit additional real estate brokerage business from customers and clients of Broker, and otherwise to promote the business of Broker in real estate transactions.
- B. maintain real estate license in good standing pursuant to the laws of the State in which you are licensed to sell real estate in. Licensee will be solely responsible for the payment of all professional license fees.
- C. maintain such property, casualty, liability, errors and omissions, and other insurance coverages as set forth in the following:
☐ Exhibit "_____", ☐ policy and procedures manual **OR** ☐ as may be required by Broker upon fifteen (15) days written notice to Licensee.
- D. indemnify and hold Broker harmless from and against any and all claims, causes of action, lawsuits, damages, liabilities, fines, costs, expenses and deductibles (hereinafter collectively referred to as "Claims") arising out of or related to any violation of this Agreement by Licensee, or Licensee's negligent acts, intentional acts of wrongdoing, or acts outside the scope of Licensee's authority or responsibilities hereunder, but only to the extent that there is not a policy of insurance which actually pays the Claim or reimburses the costs thereof to Broker. This indemnification obligation shall specifically survive the termination of this Agreement.
- E. abide by all local, state, and federal laws and the Rules and Regulations of the state in which you are licensed to sell real estate in.
- F. abide by Broker's Policy Manual and all policies and procedures now or hereafter established by Broker upon being notified of the same.
- G. permit Broker to use Licensee's name, picture, recorded voice, or description in its training materials, advertising, or other publications.
- H. immediately notify Broker of the following: (a) all investigations of Licensee by the state Real Estate Commission; (b) all claims or causes of action (threatened or otherwise) against Licensee relating to the performance of Licensee's duties herein; (c) any pending charges of criminal wrongdoing against Licensee for which a conviction could impair Licensee's ability to act as a licensed real estate salesperson; and (d) any time when the Licensee's license with the state Real Estate Commission lapses or is put on inactive status.
- I. attend such sales meetings and training programs as Broker may require to familiarize Licensee with among other things, the office policies and procedures of Broker, sales and marketing information, and current developments in real estate regulations and law.
- J. keep Broker informed of Licensee's business activities on behalf of Broker, and to maintain with the Broker complete copies of all offers, counteroffers, real estate purchase and sale agreements, leases and other documents relating to real estate transactions with which Licensee is involved.
- K. immediately report to Broker any threat of a claim or lawsuit against either Broker, Licensee or both.
- L. not provide any service as part of a real estate transaction or closing (other than brokerage services) without the express written consent of Broker.
- M. not to either: (1) serve in a fiduciary capacity in any real estate transaction in which Licensee is acting in a brokerage capacity; or (2) agree to perform or owe any duties to a customer, client or third party in any such transaction greater than the duties that brokers are expressly required to perform under the Brokerage Relationships in Real Estate Transactions Act ("BRRETA").
- N. notify Broker in writing whenever Licensee (or an entity in which the Licensee is owner, member or employee) is personally selling, buying or leasing real property (including listing property owned by Licensee).
- O. not use photographs in any marketing materials unless: 1) Licensee has the written permission of the photographer to use the same (or Licensee has taken the photograph); and 2) all advertising in which the photograph is used is under the direct supervision of Broker and in the name of the brokerage firm.
- P. not make an offer on behalf of a customer or client to purchase residential property built prior to 1978 unless a completed Lead Based Paint Exhibit signed by the owner of the property and buyer is attached to the offer.
- Q. explain to all sellers of residential property built prior to 1978 who receive an offer without a completed Lead Based Paint Exhibit and making it a part of the offer.

2. Obligations of Broker. Broker covenants and agrees to:

- A. maintain its broker's license with the State in which you are licensed to sell real estate in and may maintain from time to time membership in the National Association of REALTORS®, the state Association of REALTORS®, Inc., and various local Boards of REALTORS®.
- B. hold Licensee's real estate license.
- C. upon request, provide advice, information, and assistance relative to real estate brokerage and transactions.
- D. provide Licensee with a copy of all policies and procedures with which Licensee is expected to comply.
- E. make available to Licensee all current listings except those listings which Broker, for valid business reasons, may place exclusively in the temporary possession of some other licensee. However, Licensee shall not be required to accept or service any listing offered by Broker. Broker shall not have the right or authority to direct that Licensee service particular parties or to restrict Licensee's activities to particular areas.
- F. pay over to Licensee the commissions or fees earned by Licensee after such commissions or fees are collected by Broker.
- G. indemnify and hold Licensee harmless from and against any and all claims, causes of action, lawsuits, damages, liabilities, fines, costs, expenses and deductibles (hereinafter collectively referred to as "Claims") arising out of or related to any violation of this Agreement by Broker, or Broker's negligent acts, intentional acts of wrongdoing, or acts outside the scope of Broker's authority or responsibilities hereunder, but only to the extent that there is not a policy of insurance which actually pays the Claim or reimburses the costs thereof to Licensee. This indemnification obligation shall specifically survive the termination of this Agreement.

3. Compensation.

- A. The division and distribution of earned commission shall be in accordance with the published commission schedule of the Broker. The commission schedule under which licensee is to be paid is attached hereto as Exhibit "Pay Plan." The published commission schedule is subject to change by the Broker upon fifteen (15) days written notice to Licensee. Commissions are earned when Broker has received payment in certified or collected funds. For the purpose of this agreement, the term "commission" shall include fees, bonuses, and other valuable consideration paid or given in connection with the following: (a) performance of real estate brokerage services (as defined by the state in which you are licensed to sell real estate in) and (b) the performance by Licensee of any permitted real estate settlement service (as that term is defined by federal law). In the event that this contract is terminated, Licensee's share of any commission (in accordance with the current commission schedule) on any transaction where funds are not yet collected, shall, upon receipt of funds, be paid by the Broker to the Licensee. However, if said transactions require additional work normally rendered by a licensee, Broker may perform the required work either directly or through another licensee of Broker and deduct from Licensee's share of the commission the reasonable value of said work as may be determined in the sole discretion of Broker.
- B. Neither of the parties shall be liable to the other for any expenses, except as set forth in Exhibit "Pay Plan" or policy procedure manual.
- C. Broker shall have the sole and final authority to decide: (1) whether or not to pursue the collection and/or settle any disputed commission claim; (2) all questions regarding the entitlement to a commission between Licensee and any other broker or licensee; and (3) whether Licensee initiated, consummated or was the procuring cause of any real estate transaction. Suits and other actions for commissions and/or expenses and costs incurred by Licensee in connection with a real estate transaction shall only be maintained in the name of Broker.
- D. Licensee acknowledges that claims regarding the entitlement to a real estate commission may be asserted against Broker after Licensee has been paid his or her share of the real estate commission. Licensee agrees to immediately reimburse Broker for his or her pro rata share of any commission amount paid to Licensee and later ordered to be refunded, returned or paid to another party by a duly authorized mediator, arbitrator, arbitration panel, or court of competent jurisdiction. This obligation on the part of Licensee shall survive the termination of this Agreement.

4. Legal Status and Relationship. This Agreement shall create an independent contractor relationship for all purposes under state and federal law and shall not create an employer-employee, joint venture, or partnership relationship. Licensee shall be responsible for filing all personal federal income tax forms and for paying all income taxes and self-employment taxes for each taxable year. Licensee shall, at all times during this Agreement, perform Licensee's duties and responsibilities without any direct supervision or control by the Broker, except that Broker may exercise such supervision as Broker deems necessary to comply with state law and the rules and regulations of the state in which you are licensed to sell real estate in.

5. Terms and Termination.

- A. This Agreement shall be for a period of two years from the date hereof and shall, unless otherwise terminated, automatically renew for successive periods of two years. Either party may terminate this Agreement upon written notice given to the other party.
- B. Upon termination of this Agreement, a list shall be prepared of all pending or unfinished business involving any sale procured by the Licensee, which list shall be signed by both parties, and neither party shall have any claim except as set forth in such list. Any net earned commissions thereafter shall be distributed as provided in this Agreement. Licensee agrees that on expiration or termination of this Agreement: (a) all listings, office keys, files on pending transactions, materials, property of Broker, or other similar items shall be returned to Broker; (b) all fees or charges owing to Broker by Licensee and all loans and advances made by Broker to Licensee shall be due and immediately paid to Broker; (c) Licensee shall do no further work on behalf of Broker except with the written permission of Broker; and (d) Licensee shall not induce any client of Broker to break any listing or any other brokerage engagement agreement or contract between the client and Broker in violation of state law.
- C. Licensee acknowledges that all listing and sales files maintained by Broker and any and all correspondence, papers, documents, and other materials furnished or otherwise available to Licensee are confidential business information and the property of Broker. After termination or expiration of this Agreement, Licensee shall not use such information to Licensee's advantage or to the advantage of any other person or entity.

- 6. Authority.** In working with clients and customers of Broker, Licensee shall have the authority to execute on behalf of Broker the following documents involving such clients as customers; provided, however, that Licensee shall have no authority to: (1) reduce or limit Broker's commissions in real estate transactions below the minimum amount or percentage Broker is to receive in the commission schedule attached hereto as an exhibit; or (2) increase the legal duties or standard of care that Broker and Licensee owe to a client, customer or third party beyond that set forth in the Brokerage Relationships in Real Estate Transactions Act ("BRRETA"):
- (a) Purchase and sale agreements;
 - (b) Brokerage engagement agreements;
 - (c) Other standard forms issued by the state in which you are licensed to sell real estate in;
 - (d) Other standard forms of Broker which Broker has authorized Licensee, to sign in writing on Broker's behalf.
- Notwithstanding the above, this authority may be limited by Broker at any time either verbally or in writing. In the event this grant of authority set forth herein is in conflict with Broker's office policy manual, the manual shall control.
- 7. Notices.**
- A. Generally:** All notices given hereunder shall be in writing, legible and signed by the party giving the notice. In the event of a dispute regarding notice, the burden shall be on the party giving notice to prove delivery. Notices shall only be delivered: (1) in person; (2) by courier, overnight delivery service or by certified or registered U.S. mail (hereinafter collectively "Delivery Service"); or (3) by e-mail or facsimile. The person delivering or sending the written notice signed by a party may be someone other than that party.
- B. Delivery of Notice:** A notice to a party shall be deemed to have been delivered and received upon the earliest of the following to occur: (1) the actual receipt of the written notice by a party; (2) in the case of delivery by a Delivery Service, when the written notice is delivered to an address of a party set forth herein (or subsequently provided by the party following the notice provisions herein), provided that a record of the delivery is created; (3) in the case of delivery electronically, on the date and time the written notice is electronically sent to an e-mail address or facsimile number of a party herein (or subsequently provided by the party following the notice provisions herein). Notice to a party shall not be effective unless the written notice is sent to an address, facsimile number or e-mail address of the party set forth herein (or subsequently provided by the party following the notice provisions herein).
- 8. Waiver.** A party's failure to strictly enforce this Agreement or any of its provisions or any default hereunder shall not be construed as or operate as a waiver of such party's right to demand strict performance of this or any provision or any default under this Agreement.
- 9. Assignment.** This Agreement may not be assigned in whole or in part by the Licensee, except upon Broker's prior written consent. This Agreement may be assigned in whole or in part by Broker to any successor to its business.
- 10. Agreements and Amendments.** Other than Broker's Policy Manual, as the same may be changed from time to time, this Agreement is the sole and entire agreement between the parties with relation to the subject matter hereof and supersedes any previous agreement or understanding, whether verbal or otherwise. This Agreement may not be amended, altered or modified except in writing signed by all the parties to this Agreement.
- 11. Legal Construction.** This Agreement may be signed in multiple counterparts and shall be interpreted in accordance with the laws of the State. If any portion or provision of this Agreement is deemed invalid or void at law, this Agreement shall be construed as though such portion or provision had not been inserted and the remainder of this Agreement shall remain in full force and effect. Time is of the essence of this Agreement. All exhibits referenced in this Agreement are incorporated herein. No provision in this Agreement shall be interpreted more or less favorably against a party by virtue of who drafted the provision.
- 12. Severability.** Any provision in this Agreement that is found to be unenforceable or void shall be severed from this Agreement and other provisions herein shall remain in full force and effect.
- 13. Real Estate Teams.** The Broker ☒ does or ☐ does not consent to Licensee having a Real Estate team or being a member of a Real Estate team. Notwithstanding any provision to the contrary contained herein, if Licensee works with one or more other licensees of Broker as part of a real estate brokerage team, Licensees shall enter into a written agreement with the other members of the team (and maintain with the Broker a current copy of the same) addressing, among other things; (1) How Broker is to pay the team its share of commissions on real estate transactions involving the team; and (2) How such payments will be affected if licensees are added to or leave the team or if the team stops operating together as a team. Broker shall be the sole and final arbiter of any and all disputes arising between current and former team members regarding: (1) their entitlement to commissions; and (2) the meaning of any written agreement between team members dealing with questions of how Broker is to compensate current or former team members for their share of commissions earned.
- 14. Corporations.** The Broker ☒ does or ☐ does not consent to Licensee having a personal corporation for the operation of the Licensee's real estate business. If "does" box is checked above, then the parties will enter into the Amendment to Independent Contractor Agreement to Provide for Payment of Commission to Corporation.
- 15. Out of State License.** The Broker ☒ does or ☐ does not consent to Licensee having a Real Estate License with a different Broker in another State. If "does" box is checked above, the parties will enter into the Agreement between Licensee, In-State Broker and Out-of-State Broker.

16. Agent Rental Property.

- a. Broker ☒ does or ☐ does not consent to Licensee owning any interest (whether as an individual, in a corporation, partnership, LLC, or Trust) in rental property in this State or any State, Territory or Possession of the United States. If "does" box is checked above, Licensee will provide Broker a written list of all such property and give Broker written notice prior to acquiring any additional property.
- b. Broker ☒ does or ☐ does not consent to Licensee Managing Property owned Solely by Licensee (no unlicensed co-owners including spouses or family, and property not owned as a Corporation, Partnership, LLC, or Trust). If "does" box is checked above, Licensee must manage the property utilizing the Licensees own resources the Licensee may not utilize the Facilities, Equipment or Staff or the Broker.
- c. Broker ☒ does or ☐ does not consent to Licensee having a personal Escrow Account. If does is marked Licensee must register the account with the state Real Estate Commission. Licensee must maintain the bookkeeping system required of the state Real Estate Commission. Licensee must reconcile the account by providing the Broker a copy of the bank statement along with a written reconciliation statement at least quarterly.

17. Performance of Settlement Services Other Than Real Estate Brokerage Services. Licensee agrees not to perform any settlement services other than real estate brokerage services in any real estate transaction without the prior written consent of Broker. Licensee further agrees not to accept anything of value for the referral of settlement services business, other than real estate brokerage services, in any residential real estate transaction covered by the Real Estate Settlement Procedures Act ("RESPA") 12 U.S.C. §2601 et. seq. "Settlement Services" shall have the same meaning as that term is defined under RESPA.

18. Intellectual Property. Licensee acknowledges that Broker owns all intellectual property rights to Broker's name and all variations of Broker's name (including, but not limited to, all trade names) and all logos, symbols, trademarks and service marks associated with the business of Broker. Licensee will not register or seek to legally protect any trademarks, service marks, Internet domain names or other names, symbols or marks associated with the business of Broker or which include the name of Broker. Licensee hereby transfers, conveys and assigns to Broker any trademarks, service marks, Internet domain names or other names, symbols or marks associated with the business of Broker or which include the name of Broker.

19. Copyright Protection. All materials produced by Licensee in performing real estate brokerage activities during the term of this agreement including without limitation written text, photographs, audio, music video and digital images shall constitute works made for hire and all rights in them shall be the property of Broker.

20. Garnishments. In the event Broker responds to a garnishment involving Licensee, Broker shall be reimbursed by Licensee for Broker's attorney's fees and any associated court costs within ten (10) days of a request for reimbursement by Broker to Licensee.

SPECIAL STIPULATIONS: The following Special Stipulations, if conflicting with any preceding paragraph, shall control:

Non-Solicitation Agreement (Please initial beside each point)

_____ Agent hereby certifies that I am not a Craig Proctor Coaching Member (i.e. I am not paying Craig Proctor for real estate coaching) nor have I been a Craig Proctor Coaching member within the last 36 months.

_____ Agent agrees to not solicit any Craig Proctor Coaching Member to join Your Home Sold Guaranteed Realty LLC in any capacity (i.e. Broker, Associate Broker, Agent, Employee or Independent Contractor). I further understand that Your Home Sold Guaranteed Realty LLC will not sponsor or accept any Real Estate License of any person or entity that is currently a Craig Proctor Coaching Member or was a Craig Proctor Coaching member within the last 36 months. Failure to abide by the non-solicitation agreement may result in immediate release of agent's license.

_____ During the term of Agent's employment and or affiliation relationship with the Brokerage as an Agent or Associate Broker, and for a period of one (1) year thereafter, Agent agrees not to solicit any employee or independent contractor or Sales Agent or Associate Broker of the Brokerage on behalf of themselves or any other business enterprise, nor shall Agent induce any employee or independent contractor or Sales Agent or Associate Broker associated with the Brokerage to terminate or breach an employment, contractual or other relationship with the Brokerage.

☐ **Additional Special Stipulations are attached.**

Your Home Sold Guaranteed Realty

Mackenzie Scholtens
*Signed by

Mackenzie Scholtens
Print Name

*Authorized to Sign on behalf of Your Home Sold
Guaranteed Realty

Licensee's Signature

License #

Print or Type Name

Address:

Phone#

E-Mail