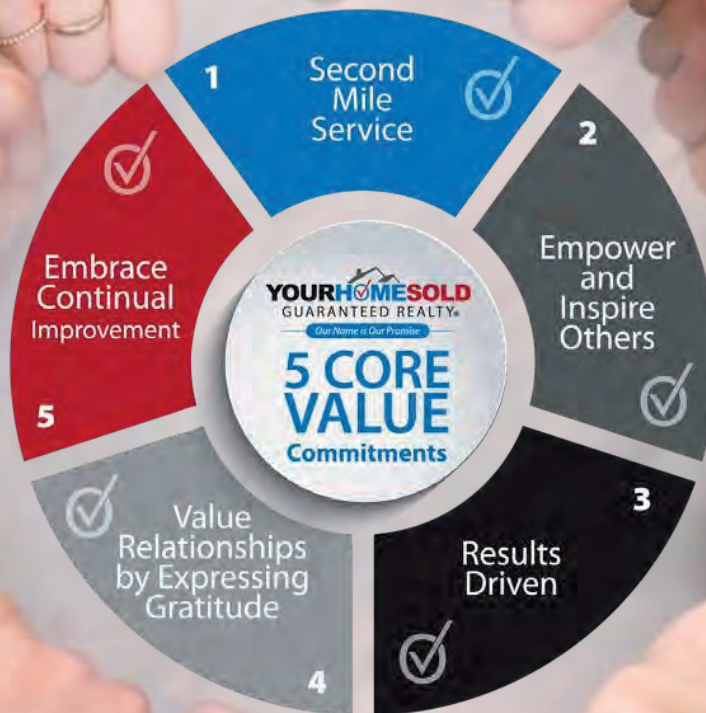




*The Best Place to Work,  
Buy and Sell Real Estate.*



*The Licensee  
Book of Benefits*

[www.yhsgrsupport.com](http://www.yhsgrsupport.com) | [success@yhsgr.com](mailto:success@yhsgr.com) | Go Serve Big!




# YOUR **HOMESOLD** GUARANTEED REALTY®

— *Our Name is Our Promise* —

## What's included in This Book of Benefits


 *Six Licensee Guarantees*

 *#1 Brand for Seller Attraction*

 *The Built to Sell Playbook*

 *#1 Plan, System, Skills Training*

 *Agent Recruiting System*

 *Sellable Business Asset and Double Exit Strategy!*

 *Intellectual Property*

 *#1 Leading Edge Technology*

 *Coaching and Training System*

 *Broker/Owner Orientation*

 *Launch Day Checklist*

*The Built to Sell Bootcamp*

*Business Building Conference*

*Advanced Agent Training*

*Org Chart*

*FAQs*

*License Agreement*



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



# SIX LICENSEE GUARANTEES

- **You Will Have at least a \$1 Million Increase in Annual Revenue or We'll Pay You The Difference!\***
- **YHSGRU.com is The Best Sales, Negotiating, Closing and Marketing Skills Training Platform in Real Estate. If anyone can show better, we will donate \$10,000 to the charity of your choice.**
- **The Built to Sell Playbook and Millionaire Agent Business Plan (i.e. The First 12 Months Checklist) is the #1 Plan and System for Scaling Up a Real Estate Business! If anyone can show better, we'll donate \$10,000 to the charity of your choice.**
- **The YHSGR Lead Generation Website and CRM (YHSGR CRM) is the #1 Real Estate Business Operating Platform in the Industry! If Anyone Can Show Better, We'll Donate \$10,000 to the Charity of Their Choice!\***
- **Your Very Own Your Home Sold Guaranteed Brokerage will be open within 90 Days or We'll refund your \$10,000 License Fee.\*\***
- **Second Mile Service! Your Requests for Assistance Will be Handled Within a Business Day - Guaranteed. 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 working as a real estate agent or broker owner within 30 days of your start date at Your Home Sold Guaranteed Realty from a certified public accountant; and show proof fully implementing the YHSGR First 12 Months Check List within 13 months of your start date at Your Home Sold Guaranteed Realty. Difference to be paid if any not to exceed your license agreement fee.**
- **\*\*Simply Copy and Implement the Checklist and Show Proof that You Did.**
- **\*\*\*Paid as a credit on next billing cycle.**

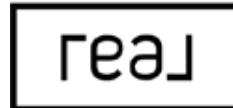
# THE #1 BRAND FOR SELLER ATTRACTION



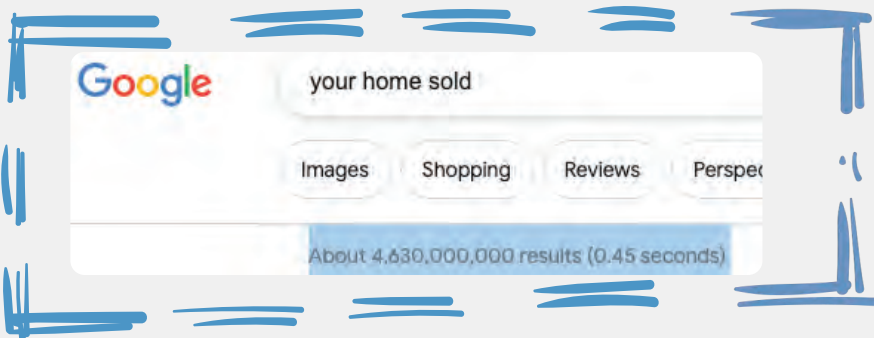
Scan Code for Video Details on The #1 Brand for Seller Attraction.

[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?



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.



# How to Recruit, Hire, Train, Manage and Grow a Super Profitable Sales Team!

The Built to Sell  
**PLAYBOOK**

**YOURHOMESOLD**  
GUARANTEED REALTY.  
*Our Name is Our Promise.*

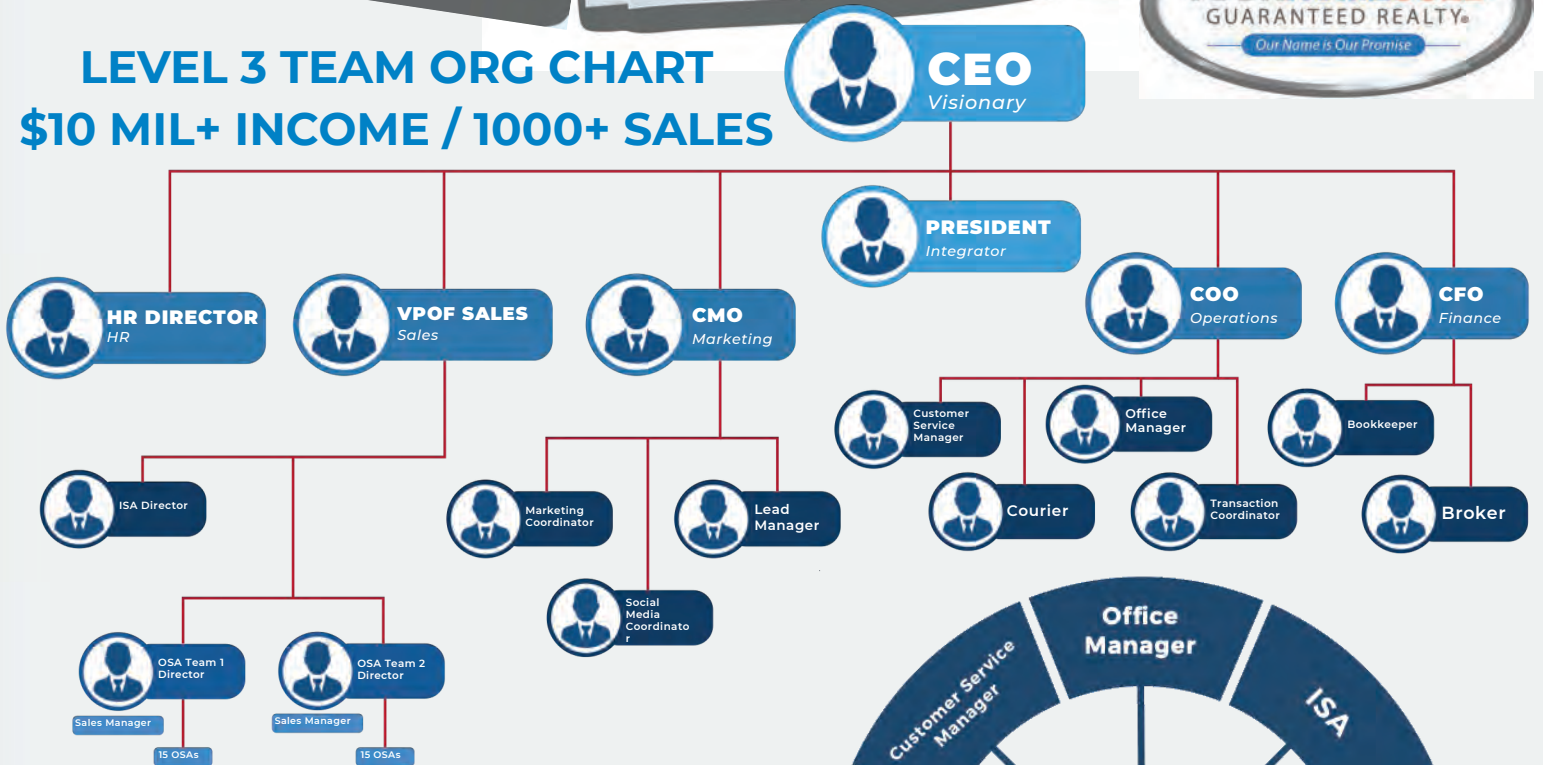
*Sell Playbook.*



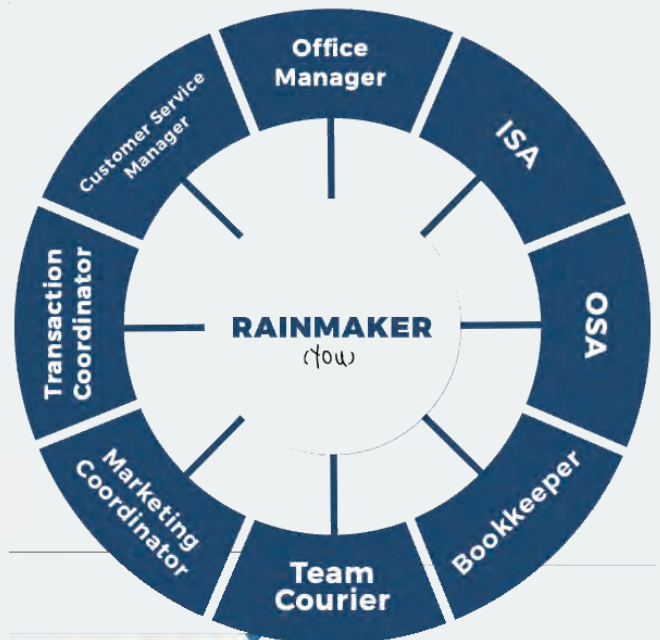
Scan Code for Video  
Details on The Built to



## LEVEL 3 TEAM ORG CHART \$10 MIL+ INCOME / 1000+ SALES



## LEVEL 2 TEAM ORG CHART \$3 MIL+ INCOME / 300+ SALES

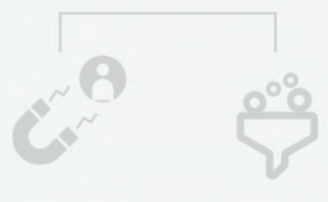


# THERE IS ONLY PLAN AND SYSTEM



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

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

*The Millionaire Agent  
Super Profitable Sales Team*

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

## 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

**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 Side Program	2
PPP's Packet	2
Universal Business Autopsy	2

**Containing over 1000 Millionaire Agent Maker Resources!**



**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.



Scan Here For A YHSGR Training Center Tour

# AGENT RECRUITING SYSTEM



Scan Code for Video Details on The Revenue Share Plan.



- Weekly Why YHSGR Zoom.
- Your Grand Slam Offer Video Ads.
- The YHSGR Revenue Share Plan.

## REVENUE SHARE PLAN



### DOWNLINE GROWTH MAP

- Tier 1 = You personally introduce
- Tier 2 = Tier 1's agent recruits
- Tier 3 = Tier 2's agent recruits

THIS GROWTH PLAN DESCRIBES PAYS OUT **\$350,000.00** IN ANNUAL RESIDUAL INCOME.

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

# Double Exit Strategy Roll Up and IPO



Scan Code for Video Details  
on The Double Exit  
Strategy Roll Up and IPO.

## Is Having a Sellable Business Asset on Your Vision Board?

- We have a vision for YOU to Make Millions from your Real Estate Brokerage, Get up to 4X Gross Earnings in, While Simultaneously Keeping 100% of that Income...
- This can be done with a Roll Up of all the YHSGRs into ONE Company and taking it public. i.e. a Double Exit Strategy!

## \$3 BILLION...

- 200 @ \$2.5 million annually = \$500 million.
- 4000 indy agents/\$250,000 income per agent (5X Industry Avg).
- \$1.5 Billion Revenue (Income from YHSGR Locations + Income from Indy Agents).
- \$3 Billion Market Cap +/- (Revenue, Recurring Revenue, Income per Agent).
- What would your stock % look like?

TRACY KING  
SEVIERVILLE, TN

TRACY KING  
SEVIERVILLE, TN

TRACY KING  
FROM  
**\$560k**  
GCI  
TO  
**\$10M**  
GCI

**YOUR HOME SOLD**  
GUARANTEED REALTY™  
Our Mission is Our Priority

**YOUR HOME SOLD**  
GUARANTEED REALTY™  
Our Mission is Our Priority

GO SERVE BIG!

# Double Exit Strategy Roll Up and IPO

## Equity Shares for Roll Up of the YHSGRs into One Company. Take a pie of 100%

.....

50% for Investors, TW and Leadership Team (YHSGR Holdings LLC).  
50% for YHSGR Broker Owners (You and the rest of the 200) The 200 broker owners receive equity (stock) according to their gross income.

(Tracy King example).

Tracy King brokerage earns \$10 Mil Gross Revenue.

YHSGR total gross revenue \$400 Million

Tracy would be 2.5% of the revenue.

\$3 Billion Valuation.

2.5% of \$3 Billion / 2 = \$37,500,000 (37.5 million).

Tracy King would be at \$37.5 Million in STOCK value.

AND TRACY WOULD STILL CONTINUE EARNING HIS \$10 MILLION INCOME ANNUALLY (because he is already paying YHSGR Holdings LLC to be a YHSGR License Member)!

**A DOUBLE EXIT STRATEGY!**

For Every \$1 Million = \$2 Million to \$4 Million in Stock and Cash Value.



## A BOLD VISION

- We Merge/Roll Up YHSGRs into ONE company and IPO.
- Then We Scale Up to:
  - 10,000 real estate agents helping 20,000 customers a month....
  - Making it the most productive real estate company in the world:
  - 5X more income per agent compared to industry average.
  - Highest Customer Satisfaction Score.
  - Highest amount of \$ donated to worthy causes as a % of income.
  - Highest # of 5 Star Reviews per Agent.

“

**PRV 29:18**

Where there is no vision, the people will perish.

”

## TOP REASONS WHY:

- To Raise Capital for the Business.
- Liquidity for YHSGR Owners/Investors.
- Liquidity for Employees and Agents.
- Marketability, Credibility and Branding.

## WITH THE CAPITAL RAISED...

- Buy Technology...
- Centralize ISA Appointment Setting, and Transaction management.
- Acquire Agents and Brokerages.
- Acquire Complimentary Businesses.

# **Double Exit Strategy Roll Up and IPO**

## **Limited Opportunity**

- We limit the number of YHSGRs in a market place.
  - Once we reach 5% market share, we shut the market down.
  - Some areas are sold out.
- .....

## **Legal Disclaimer**

The information presented in this Double Exit Strategy/ Roll Up/IPO is for informational purposes only and does not constitute an offer to sell or a solicitation of an offer to buy any securities.

Any reference to potential financial outcomes, performance, or projections is for illustrative purposes only and should not be relied upon as a guarantee or assurance of future results.

Investment in any company involves risk, including the risk of loss. Past performance is not indicative of future performance. Any exchange of equity, stock, or other financial consideration is subject to further due diligence, legal review, and mutual agreement.

Participants are encouraged to seek their own independent financial, tax, and legal advice prior to making any investment decisions or entering into any business arrangements.

Your Home Sold Guaranteed Realty and/or its representatives make no representations or warranties, express or implied, as to the accuracy or completeness of any information shared during this presentation as well as to whether this event will occur at all.

# 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.*

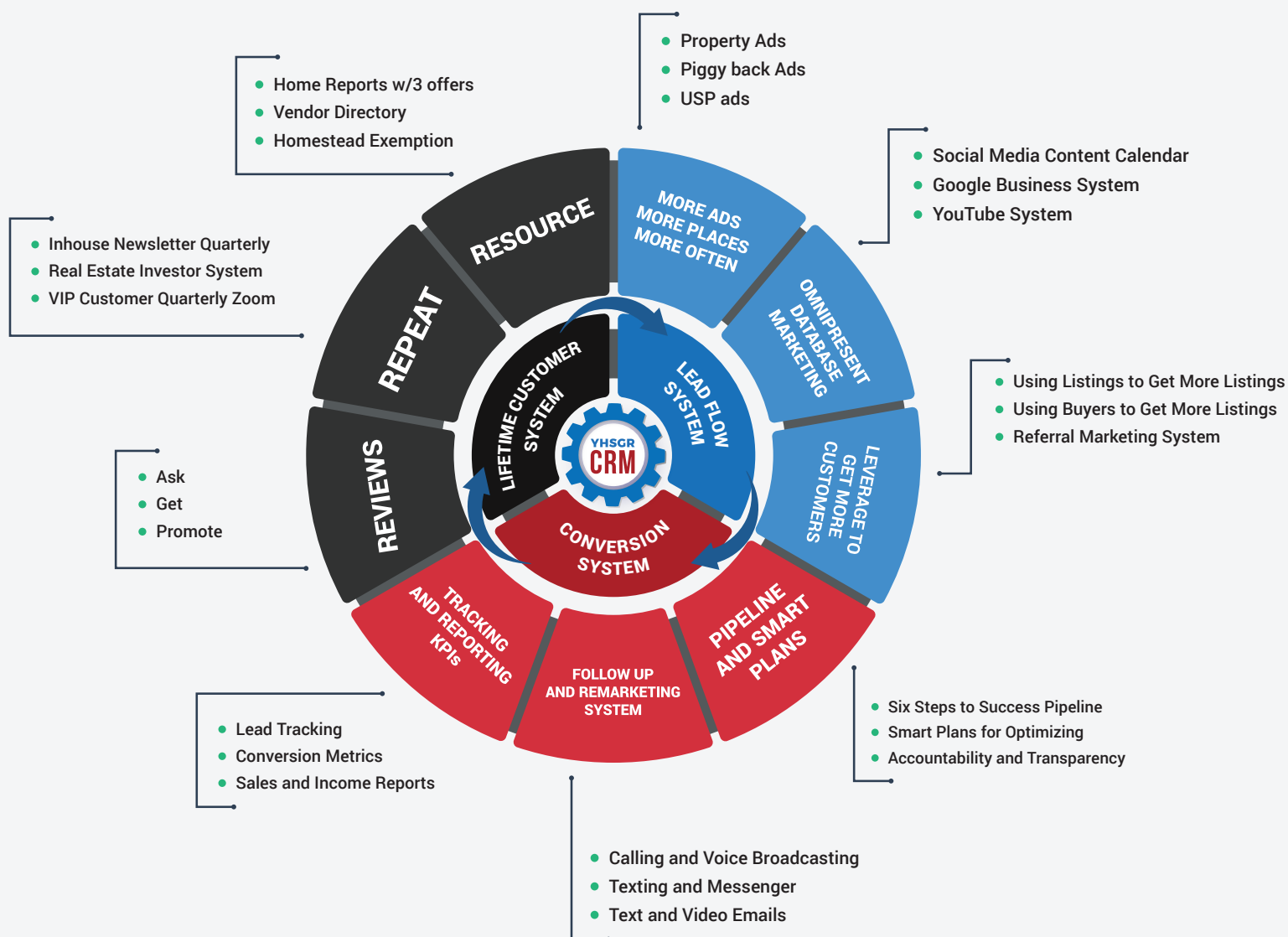
[Tinyurl.com/yhsgr-website-and-crm](https://tinyurl.com/yhsgr-website-and-crm)

\*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)

MARKETING

Dashboard

Lofty AI

Automation

Lead Generation

Lofty Blast

Brand Awareness

Smart Plans

Home Report

Auto Property Alerts

Buyer Lead Gen

Seller Lead Gen

Re-marketing Ads

Zip Code Blast

Listing Blast

Sphere Ads

Local Service Ads

Smart Plans

Build Your Business System with Smart Plan

# YHSGR CRM

THE #1 WEBSITE AND CRM TO POWER YOUR VISION

Agent Accountability

Overview Agent Table Office Table

9961 New Leads

4.5K Calls

53.6K Emails

8.1K Texts

10058

5779

5252

4196

3343

Company Leads

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 Last Complete +1 + Tag	Vinny Steo Team	Rob Hittle	grace1@dayrit1.com +1 111-111-1110	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
Ofer Benalaba 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



**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 <b>\$1,490,082</b>	Zoom Casa Cash Offer Plus <b>\$1,390,743</b>	Cash and Sell <b>\$1,362,929</b>	Sell and Leaseback <b>\$1,345,975</b>	Homeviant <b>\$1,231,423</b>	Straight Cash <b>\$903,983</b>

**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



## **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



## 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

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

Nathan Clark 401-232-7661 Your Home Sold Guaranteed Realty, the Nathan Clark Team \$399,000 4 bds 2 ba 2,040 sqft

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

Single family residence Built in 1966 1 Acres

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

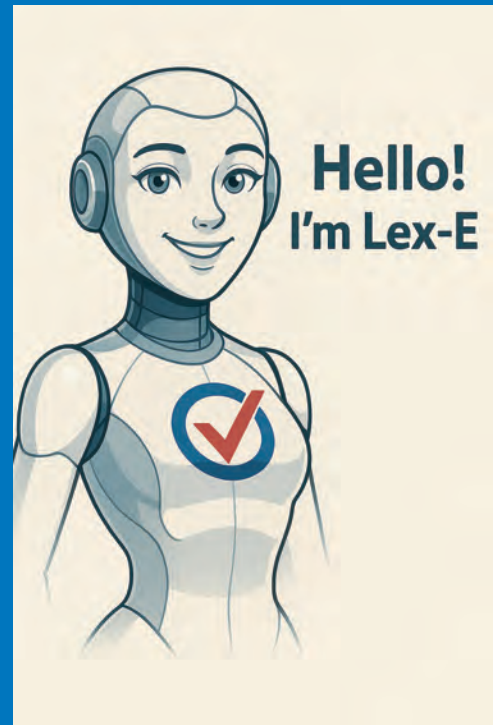
See less

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!\*



# COACHING AND TRAINING SYSTEM

# LICENSEE ORIENTATION



Licensee Orientation takes place weekly on Mondays at 4PM ET / 1PM PT. During this session, we'll walk you through the checklist for getting started as a Your Home Sold Guaranteed Realty Broker Owner.

## YHSGRU.com

Gaining accesstoyour veryown YHSGRU.com Platform: The #1 Skills Training and Materials Platform in Real Estate Guaranteed. If anyone can show better, we'll donate \$10,000 to the charity of their choice.

## LEADING EDGE TECHNOLOGY DEMOS

YHSGR CRM  
Multiple Cash Offer Platform System.

## YHSGRSupport.com

Our Leading Edge Member Communication System.

## YOUR BROKERAGE DELIVERABLES

YHSGR Exclusive Signs, Business Cards, VIP Buyer and Seller Presentations, VIP Buyer and Seller Agreements.  
The Brandhouse Guide.  
All of the Artwork.

## THE NETWORKING and MASTERMIND PLATFORM

Access to the Private YHSGR Facebook Group for Networking and referral exchange with all agents and brokers in YHSGR.



# LAUNCH DAY CHECK LIST

Thursday at 2pm EST/11am PST on Zoom

## 📌 BROKERAGE DELIVERABLES

- There are only two. Which one are you?
- Built to Sell Brokerage in 8 steps
- The Org Charts
- The USPs.

## 📌 The Agent Pay Plans

- The Compensation Manual.
- Agent Fees: Using Other Peoples Money.
- Roster management.

## 📌 The Agent Recruiting System

- The Recruiting System Manual.
- The WHY YHSGR Tuesday Recruiting Zoom.
- The Revenue Share Plan

## 📌 PPFs: Personal, Professional and Financial Goal Alignment.

- Belief in Your Vision.
- The PPF Packet.

## 📌 The Financial Model.

- The P&L Model.
- The Quality of accounting personnel.
- The Financial Assessment.

## 📌 The YHSGRU.com Team Training System.

- The Training System Manual.
- The New Agent Manuals.
- The Advanced Agent Training

## 📌 The Built to Sell Playbook

- 1000 pages. Download. Study. Execute!
- The Built to Sell Bootcamp... BOOK IT NOW!

## 📌 How to Implement at Lightning Speed

- Success Track: Working on Your Business System.
- The VCE system

## 📌 The Multiple Cash Offer + Guaranteed Price System.

- The Manual.
- How to Sign Up.
- Agent Certification.

## 📌 Vendors: Getting and Using Other People's Money.

- H.O.W. in Buyer and Seller Agreements.
- Mortgage Branch Income and VIP Buyer Capture Rates.
- The Vendor Directory.

## 📌 The Employee and Agents Benefits Package

- SEPs and 401Ks.

## 📌 Brokerage Operating and Transaction Technology Platform.

- YHSGR Website and CRM.
- Dotloop Transaction Management System.
- The Agent Pay at Close System.
- Agent Monthly Reports

## 📌 Your Google Business Listing.

- The Implementation Check List.
- Tuesday 11am ET/8am PT Online Brand Positioning Training.

## 📌 Lead Generation, Conversion and Life-time Customer Systems

- Recurring Wednesday 11am ET/8am PT Training.
- Alignment of ALL marketing targeting ideal customers.
- What's Working Now to Get Sellers Marketing Systems.

## 📌 The Critical Steps To Opening Your Built to Sell Firm within 90 Days.

- Preview of the 90 Day Checklist for Having Your YHSGR Brokerage Open within 90 Days or less.

# THE COACHING and TRAINING SYSTEM



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

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

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



### 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!

The 2nd and 4th Tuesday of Each Month at 4pm ET/1pm PT

# How to Recruit Hire and Train for a Super Profitable Sales Team



GUARANTEED REALTY®

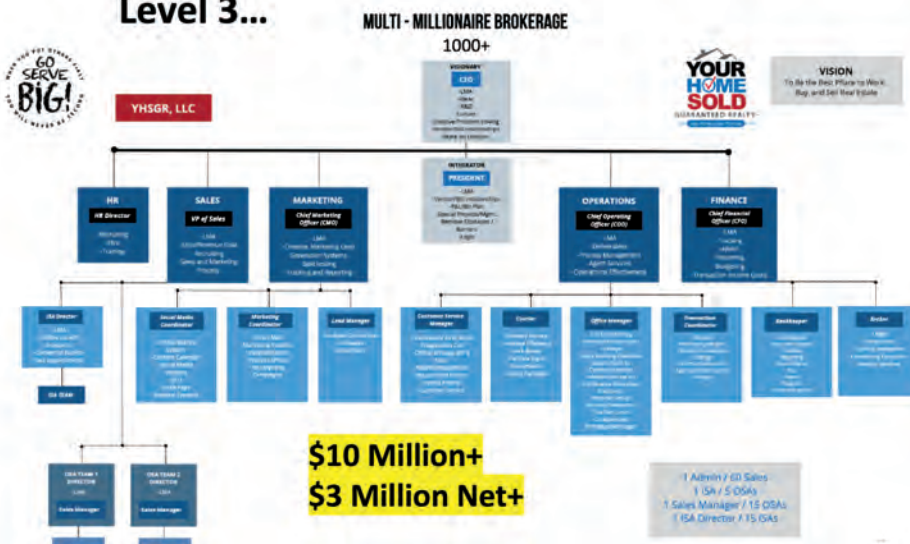
Our Name is Our Promise

## Our Millionaire Agent Sales Team Model

- What it Takes.
- How it Looks.
- Who to hire.
- What They Do.
- When they do it.
- How Much to Pay Them.
- Every KPI.
- How to Recruit, Hire, Train, Manage and Profit from a Super Profitable Sales Team...
- The Ultimate TEAM System Franchise Prototype handed to you Day 1.



### Level 3...



## 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 included with License Subscription**

✓ **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@yhsgr.com](mailto:success@yhsgr.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.

# Titanium Level Coaching

Build a Super Profitable, Scalable Sales Team

Turn your real estate hustle into a business that works for you – not because of you – using our Built to Sell systems.

**Titanium Coaching is the highest level of mentorship offered at YHSGR.**

## What You Will Discover:

- Learn to recruit, hire, train, and lead a sales team that delivers predictable profits.
- Master the Built to Sell Playbook creating a business that operates as an asset, not a job.
- Increase production, income, and freedom while reducing personal sales dependency.
- Get advanced systems, tools, accountability, and direct mentoring from Todd Walters, Shelly Salas, Nathan Clark and Tracy King.
- Earn \$1 Million NET on Every \$3 Million Gross without having to be in production.
- The average annual income among Titanium Members is over \$4 Million... immerse yourself in next level thinking.

## How You'll Discover It:

- Titanium Group Masterminds the 1st and 2nd Tuesday with Todd Walters and the Leadership Team.
- One on One Titanium Level Coach.
- P&L Review Quarterly with Todd, Nathan, Shelly and Tracy!
- Special Access to Advanced A.I. Systems to Train and Scale Your Team!
- Special Access to Exclusive Built to Sell Playbook Modules and Materials in YHSGRU.com.
- Quarterly 2 Day Built to Sell Bootcamps onsite with Todd Walters and the Leadership Team.
- VIP Access to YHSGR Conferences Includes Early Entry, VIP Seating and Special Breakout Sessions.
- Titanium Only Mastermind Slack Channel.

\*Titanium is Included at no additional cost for Licensees.

# THE BUILT TO SELL BOOTCAMP



As soon as you Onboard with Your Home Sold Guaranteed Realty, BOOK your Two Day Four Part in Person Bootcamp with Todd Walters and Leadership Team held at various locations.

We also suggest attending at least one bootcamp every six months.

There's No cost to attend for Licensees and Key Admin.

It's hard to beat an in-person two day bootcamp aimed at gaining clarity on building your Sellable Business Asset!

Don't believe it? Check out the agenda!



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

*Our Name is Our Promise*

# Business Building Conference Every 6 months.

Scan QR code for video  
preview



# We Will Train Your Agents... too!

When a new agent joins Your Home Sold Guaranteed Realty It starts with Onboarding!

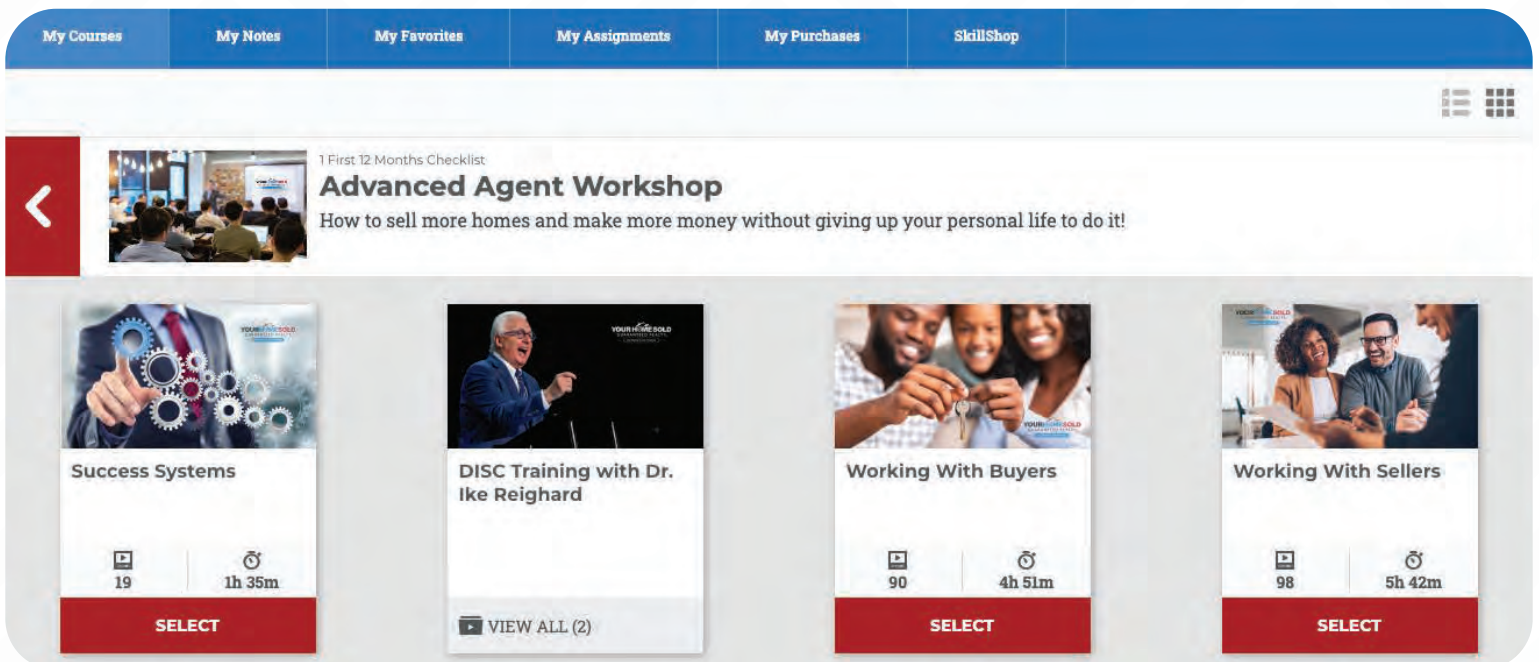
## The Advanced Agent Workshop (first four weeks of an agent joining YHSGR)!

When You Recruit a New OSA or Indy Agent, Get them on the Advanced Agent Workshop on Fridays for the First Three Months and then Again One Month Every Quarter for recurring training. We take the Agent Manuals and Teach Agents how to sell more homes and make more money with our exclusive system.

Advanced Agent Workshop Agenda:

- 1st Friday of the month. Systems, Mindset and Guarantees.
- 2nd Friday of the month. Advanced DISC Strategies.
- 3rd Friday of the month. The VIP Buyer System.
- 4th Friday of the month. The VIP Seller System.

**Each session is taught by a YHSGR Licensee or Team Leader who's an expert on that topic.**



The screenshot shows a user interface for a training portal. At the top is a blue navigation bar with tabs: My Courses, My Notes, My Favorites, My Assignments, My Purchases, and SkillShop. Below the navigation bar is a main content area. On the left is a red sidebar with a white back arrow. The main content area features a header for '1 First 12 Months Checklist' and 'Advanced Agent Workshop' with a sub-header 'How to sell more homes and make more money without giving up your personal life to do it!'. Below this are four course cards:

- Success Systems**: 19 lessons, 1h 35m duration. Includes a 'SELECT' button.
- DISC Training with Dr. Ike Reighard**: Includes a 'VIEW ALL (2)' button.
- Working With Buyers**: 90 lessons, 4h 51m duration. Includes a 'SELECT' button.
- Working With Sellers**: 98 lessons, 5h 42m duration. Includes a 'SELECT' button.



# 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**



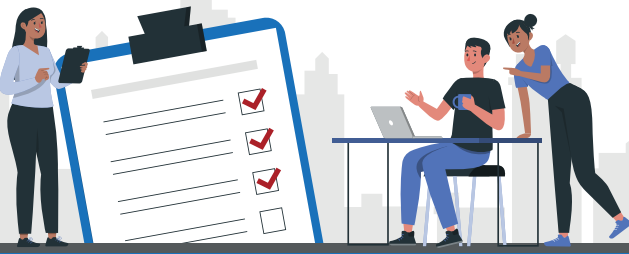
**Bill Watson**  
**Head Coach**



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

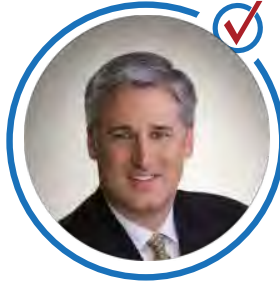


**Ira Miskin**  
**Master Broker**



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.

# FAQ



## 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](https://support.YHSGR.com).

# FAQ



## How does the Revenue Share Work? (If Applicable)

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 2, 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. In order to receive any revenue share, agent must sign the Revenue Share Policy and Procedures Agreement.

See the revenue share plan explainer video.