

INTERNAL OR EXTERNAL HIRE OPPORTUNITY

VARIABLES	
Volume	\$60,000,000.00
Commission %	2.7%
Profit Margin	33.0%
YOY % Growth	30.0%

Year in Business	GCI	Expenses	Profit	Due to PLACE	Due to Team	Due to Jeanette	Due to DoS	DoS Dir of Sales Pay
1	\$ 1,620,000.00	\$ 1,085,400.00	\$ 534,600.00	\$ 267,300.00	\$ 267,300.00	\$ 262,110.00	\$ 5,190.00	\$ 81,000.00
2	\$ 2,106,000.00	\$ 1,411,020.00	\$ 694,980.00	\$ 347,490.00	\$ 347,490.00	\$ 328,494.00	\$ 18,996.00	\$ 105,300.00
3	\$ 2,737,800.00	\$ 1,834,326.00	\$ 903,474.00	\$ 451,737.00	\$ 451,737.00	\$ 400,868.50	\$ 50,868.50	\$ 136,890.00
4	\$ 3,559,140.00	\$ 2,384,623.80	\$ 1,174,516.20	\$ 587,258.10	\$ 587,258.10	\$ 444,903.24	\$ 142,354.86	\$ 177,957.00
5	\$ 4,626,882.00	\$ 3,100,010.94	\$ 1,526,871.06	\$ 763,435.53	\$ 763,435.53	\$ 474,030.66	\$ 289,404.87	\$ 231,344.10
6	\$ 6,014,946.60	\$ 4,030,014.22	\$ 1,984,932.38	\$ 992,466.19	\$ 992,466.19	\$ 542,739.86	\$ 449,726.33	\$ 300,747.33
7	\$ 7,819,430.58	\$ 5,239,018.49	\$ 2,580,412.09	\$ 1,290,206.05	\$ 1,290,206.05	\$ 632,061.81	\$ 658,144.23	\$ 390,971.53
8	\$ 10,165,259.75	\$ 6,810,724.04	\$ 3,354,535.72	\$ 1,677,267.86	\$ 1,677,267.86	\$ 748,180.36	\$ 929,087.50	\$ 508,262.99
9	\$ 13,214,837.68	\$ 8,853,941.25	\$ 4,360,896.43	\$ 2,180,448.22	\$ 2,180,448.22	\$ 899,134.47	\$ 1,281,313.75	\$ 660,741.88
10	\$ 17,179,288.98	\$ 11,510,123.62	\$ 5,669,165.36	\$ 2,834,582.68	\$ 2,834,582.68	\$ 1,095,374.80	\$ 1,739,207.88	\$ 858,964.45
11	\$ 22,333,075.68	\$ 14,963,160.71	\$ 7,369,914.97	\$ 3,684,957.49	\$ 3,684,957.49	\$ 1,350,487.25	\$ 2,334,470.24	\$ 1,116,653.78
12	\$ 29,032,998.38	\$ 19,452,108.92	\$ 9,580,889.47	\$ 4,790,444.73	\$ 4,790,444.73	\$ 1,682,133.42	\$ 3,108,311.31	\$ 1,451,649.92

DoS	
Yearly Profit Goal	\$ 250,000.00
RE Sales Commision	3%
Blended	40%

Year 1		Year 2		Year 3		Year 4		Year 5	
Breakdown	Profit	Breakdown	Profit	Breakdown	Profit	Breakdown	Profit	Breakdown	Profit
Real Estate Volume	\$ 13,650,833.33	Real Estate Volume	\$ 10,475,333.33	Real Estate Volume	\$ 5,186,791.67	Real Estate Volume	\$ -	Real Estate Volume	\$ -
Dir of Sales Income	\$ 81,000.00	Dir of Sales Income	\$ 105,300.00	Dir of Sales Income	\$ 136,890.00	Dir of Sales Income	\$ 177,957.00	Dir of Sales Income	\$ 231,344.10
Sales Production	\$ 163,810.00	Sales Production	\$ 125,704.00	Sales Production	\$ 62,241.50	Sales Production	\$ -	Sales Production	\$ -
Profit Interest	\$ 5,190.00	Profit Interest	\$ 18,996.00	Profit Interest	\$ 50,868.50	Profit Interest	\$ 142,354.86	Profit Interest	\$ 289,404.87
Total Income	\$ 250,000.00	Total Income	\$ 250,000.00	Total Income	\$ 250,000.00	Total Income	\$ 320,311.86	Total Income	\$ 520,748.97

Year 6		Year 7		Year 8		Year 9		Year 10	
Breakdown	Profit	Breakdown	Profit	Breakdown	Profit	Breakdown	Profit	Breakdown	Profit
Real Estate Volume	\$ -	Real Estate Volume	\$ -	Real Estate Volume	\$ -	Real Estate Volume	\$ -	Real Estate Volume	\$ -
Dir of Sales Income	\$ 300,747.33	Dir of Sales Income	\$ 390,971.53	Dir of Sales Income	\$ 508,262.99	Dir of Sales Income	\$ 660,741.88	Dir of Sales Income	\$ 858,964.45
Sales Production	\$ -	Sales Production	\$ -	Sales Production	\$ -	Sales Production	\$ -	Sales Production	\$ -
Profit Interest	\$ 449,726.33	Profit Interest	\$ 658,144.23	Profit Interest	\$ 929,087.50	Profit Interest	\$ 1,281,313.75	Profit Interest	\$ 1,739,207.88
Total Income	\$ 750,473.66	Total Income	\$ 1,049,115.76	Total Income	\$ 1,437,350.49	Total Income	\$ 1,942,055.64	Total Income	\$ 2,598,172.33

INTERNAL OR EXTERNAL HIRE OPPORTUNITY

Agent Name	
Yearly Profit Goal	\$ 500,000.00
Sales Commision	3%
Blended	50%

Year 1		Year 2		Year 3		Year 4		Year 5	
Breakdown	Profit	Breakdown	Profit	Breakdown	Profit	Breakdown	Profit	Breakdown	Profit
Real Estate Volume	\$ 17,621,481.48	Real Estate Volume	\$ 12,704,148.15	Real Estate Volume	\$ 7,343,074.07	Real Estate Volume	\$ 4,081,241.48	Real Estate Volume	\$ 1,923,654.89
Sales Production	\$ 237,890.00	Sales Production	\$ 171,506.00	Sales Production	\$ 99,131.50	Sales Production	\$ 55,096.76	Sales Production	\$ 25,969.34
Profit Interest	\$ 262,110.00	Profit Interest	\$ 328,494.00	Profit Interest	\$ 400,868.50	Profit Interest	\$ 444,903.24	Profit Interest	\$ 474,030.66
Total Income	\$ 500,000.00	Total Income	\$ 500,000.00	Total Income	\$ 500,000.00	Total Income	\$ 500,000.00	Total Income	\$ 500,000.00
Year 6		Year 7		Year 8		Year 9		Year 10	
Breakdown	Profit	Breakdown	Profit	Breakdown	Profit	Breakdown	Profit	Breakdown	Profit
Real Estate Volume	\$ -	Real Estate Volume	\$ -	Real Estate Volume	\$ -	Real Estate Volume	\$ -	Real Estate Volume	\$ -
Sales Production	\$ -42,739.86	Sales Production	\$ -132,061.81	Sales Production	\$ -248,180.36	Sales Production	\$ -	Sales Production	\$ -
Profit Interest	\$ 542,739.86	Profit Interest	\$ 632,061.81	Profit Interest	\$ 748,180.36	Profit Interest	\$ 899,134.47	Profit Interest	\$ 1,095,374.80
Total Income	\$ 500,000.00	Total Income	\$ 500,000.00	Total Income	\$ 500,000.00	Total Income	\$ 899,134.47	Total Income	\$ 1,095,374.80

DIRECTOR OF SALES OPPORTUNITY

VARIABLES	
Volume	\$100,000,000.00
Commission %	2.7%
Profit Margin	40.0%
YOY % Growth	30.0%

Year in Business	GCI	Expenses	Profit	Due to PLACE	Due to Team	Due to Jeanette	Due to DoS	DoS Dir of Sales Pay
1	\$ 2,700,000.00	\$ 1,620,000.00	\$ 1,080,000.00	\$ 540,000.00	\$ 540,000.00	\$ 453,000.00	\$ 87,000.00	\$ 135,000.00
2	\$ 3,510,000.00	\$ 2,106,000.00	\$ 1,404,000.00	\$ 702,000.00	\$ 702,000.00	\$ 566,400.00	\$ 135,600.00	\$ 175,500.00
3	\$ 4,563,000.00	\$ 2,737,800.00	\$ 1,825,200.00	\$ 912,600.00	\$ 912,600.00	\$ 667,560.00	\$ 245,040.00	\$ 228,150.00
4	\$ 5,931,900.00	\$ 3,559,140.00	\$ 2,372,760.00	\$ 1,186,380.00	\$ 1,186,380.00	\$ 768,190.00	\$ 418,190.00	\$ 296,595.00
5	\$ 7,711,470.00	\$ 4,626,882.00	\$ 3,084,588.00	\$ 1,542,294.00	\$ 1,542,294.00	\$ 707,688.20	\$ 834,605.80	\$ 385,573.50
6	\$ 10,024,911.00	\$ 6,014,946.60	\$ 4,009,964.40	\$ 2,004,982.20	\$ 2,004,982.20	\$ 846,494.66	\$ 1,158,487.54	\$ 501,245.55
7	\$ 13,032,384.30	\$ 7,819,430.58	\$ 5,212,953.72	\$ 2,606,476.86	\$ 2,606,476.86	\$ 1,026,943.06	\$ 1,579,533.80	\$ 651,619.22
8	\$ 16,942,099.59	\$ 10,165,259.75	\$ 6,776,839.84	\$ 3,388,419.92	\$ 3,388,419.92	\$ 1,261,525.98	\$ 2,126,893.94	\$ 847,104.98
9	\$ 22,024,729.47	\$ 13,214,837.68	\$ 8,809,891.79	\$ 4,404,945.89	\$ 4,404,945.89	\$ 1,566,483.77	\$ 2,838,462.13	\$ 1,101,236.47
10	\$ 28,632,148.31	\$ 17,179,288.98	\$ 11,452,859.32	\$ 5,726,429.66	\$ 5,726,429.66	\$ 1,962,928.90	\$ 3,763,500.76	\$ 1,431,607.42
11	\$ 37,221,792.80	\$ 22,333,075.68	\$ 14,888,717.12	\$ 7,444,358.56	\$ 7,444,358.56	\$ 2,478,307.57	\$ 4,966,050.99	\$ 1,861,089.64
12	\$ 48,388,330.64	\$ 29,032,998.38	\$ 19,355,332.26	\$ 9,677,666.13	\$ 9,677,666.13	\$ 3,148,299.84	\$ 6,529,366.29	\$ 2,419,416.53

Parameters		
Due to Team	Operator will get	DOS will get
\$500,000.00	70%+250,000	30%
\$750,000.00	60%+300,000	40%
\$1,000,000.00	50%+350,000	50%
\$1,250,000.00	40%+350,000	60%
\$1,500,000.00	30%+350,000	70%
\$1,750,000.00	30%+350,000	70%
\$2,000,000.00	30%+350,000	70%
\$2,250,000.00	30%+350,000	70%
\$2,500,000.00	30%+350,000	70%
\$2,750,000.00	30%+350,000	70%
\$3,000,000.00	30%+350,000	70%
\$3,250,000.00	30%+350,000	70%

DoS	
Yearly Profit Goal	\$ 250,000.00
RE Sales Commision	3%
Blended	40%

Year 1		Year 2		Year 3		Year 4		Year 5	
Breakdown	Profit	Breakdown	Profit	Breakdown	Profit	Breakdown	Profit	Breakdown	Profit
Real Estate Volume	\$ 2,800,000.00	Real Estate Volume	\$ -	Real Estate Volume	\$ -	Real Estate Volume	\$ -	Real Estate Volume	\$ -
Dir of Sales Income	\$ 135,000.00	Dir of Sales Income	\$ 175,500.00	Dir of Sales Income	\$ 228,150.00	Dir of Sales Income	\$ 296,595.00	Dir of Sales Income	\$ 385,573.50
Sales Production	\$ 28,000.00	Sales Production	\$ -	Sales Production	\$ -	Sales Production	\$ -	Sales Production	\$ -
Profit Interest	\$ 87,000.00	Profit Interest	\$ 135,600.00	Profit Interest	\$ 245,040.00	Profit Interest	\$ 418,190.00	Profit Interest	\$ 834,605.80
Total Income	\$ 250,000.00	Total Income	\$ 311,100.00	Total Income	\$ 473,190.00	Total Income	\$ 714,785.00	Total Income	\$ 1,220,179.30

Year 6		Year 7		Year 8		Year 9		Year 10	
Breakdown	Profit	Breakdown	Profit	Breakdown	Profit	Breakdown	Profit	Breakdown	Profit
Real Estate Volume	\$ -	Real Estate Volume	\$ -	Real Estate Volume	\$ -	Real Estate Volume	\$ -	Real Estate Volume	\$ -
Dir of Sales Income	\$ 501,245.55	Dir of Sales Income	\$ 651,619.22	Dir of Sales Income	\$ 847,104.98	Dir of Sales Income	\$ 1,101,236.47	Dir of Sales Income	\$ 1,431,607.42
Sales Production	\$ -	Sales Production	\$ -	Sales Production	\$ -	Sales Production	\$ -	Sales Production	\$ -
Profit Interest	\$ 1,158,487.54	Profit Interest	\$ 1,579,533.80	Profit Interest	\$ 2,126,893.94	Profit Interest	\$ 2,838,462.13	Profit Interest	\$ 3,763,500.76
Total Income	\$ 1,659,733.09	Total Income	\$ 2,231,153.02	Total Income	\$ 2,973,998.92	Total Income	\$ 3,939,698.60	Total Income	\$ 5,195,108.18

Agent Name	
Yearly Profit Goal	\$ 500,000.00
Sales Commision	3%
Blended	50%

Year 1		Year 2		Year 3		Year 4		Year 5	
Breakdown	Profit	Breakdown	Profit	Breakdown	Profit	Breakdown	Profit	Breakdown	Profit
Real Estate Volume	\$ 3,760,000.00	Real Estate Volume	\$ -	Real Estate Volume	\$ -	Real Estate Volume	\$ -	Real Estate Volume	\$ -

DIRECTOR OF SALES OPPORTUNITY

Sales Production	\$ 47,000.00	Sales Production	\$ -66,400.00	Sales Production	\$ -167,560.00	Sales Production	\$ -268,190.00	Sales Production	\$ -207,688.20
Profit Interest	\$ 453,000.00	Profit Interest	\$ 566,400.00	Profit Interest	\$ 667,560.00	Profit Interest	\$ 768,190.00	Profit Interest	\$ 707,688.20
Total Income	\$ 500,000.00	Total Income	\$ 500,000.00	Total Income	\$ 500,000.00	Total Income	\$ 500,000.00	Total Income	\$ 500,000.00

Year 6		Year 7		Year 8		Year 9		Year 10	
Breakdown	Profit	Breakdown	Profit	Breakdown	Profit	Breakdown	Profit	Breakdown	Profit
Real Estate Volume	\$ -	Real Estate Volume	\$ -	Real Estate Volume	\$ -	Real Estate Volume	\$ -	Real Estate Volume	\$ -
Sales Production	\$ -346,494.66	Sales Production	\$ -526,943.06	Sales Production	\$ -761,525.98	Sales Production	\$ -	Sales Production	\$ -
Profit Interest	\$ 846,494.66	Profit Interest	\$ 1,026,943.06	Profit Interest	\$ 1,261,525.98	Profit Interest	\$ 1,566,483.77	Profit Interest	\$ 1,962,928.90
Total Income	\$ 500,000.00	Total Income	\$ 500,000.00	Total Income	\$ 500,000.00	Total Income	\$ 1,566,483.77	Total Income	\$ 1,962,928.90