



WELCOME TO THE FUTURE OF
REAL ESTATE



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CANZELL
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REALTY

STAY POWERED BY CANZELL

- Leadership
- Leads and Marketing
- Concierge
- Coaching
- Giving



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LEADERSHIP

Circle Leader/Associate Broker

- Your Circle Leader/Associate Broker will answer your immediate questions.
- Have a direct line to someone that you know and trust
- For those of you who want to grow in leadership: You can become a Circle Leader or Broker to agents in your market and CanZell pays YOU to grow those agents!



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LEADS

- Receive training to become a CanZell Certified agent
- Have access to our ZELL Guarantee to help attract and WOW your clients
- Have access to CanZell Certified leads and exclusive Realtor.com leads for a 35% referral fee – no upfront costs!
- Be part of a CanZell Certified Referral Network
- Co-Marketing Partnership with Success Lending



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MARKETING

- Get access to all of our Marketing materials to help increase production and with agent attractions
- Get access to exclusive Marketing training on how to grow your business
- Get 1 new video each month to help attract clients
- Get an Exclusive Agent attraction site



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CONCIERGE

- Get access to our admin to help with any training you need
- Get access to our admin staff to help with any issues you have or they can connect you with the correct person at eXp
- Get access to our admin staff to help with any set up and trouble shooting of CanZell portal products

COACHING

- LIVE Training and Coaching classes held each day
- Every Tuesday at 12pm EST, join our National Call with a Millionaire Real Estate agent from all over the country.
- Have access to Jay Kinder's coaching calls and Honey Badger platform (would cost you \$1000/mo)
 - **One Big Fire Live Podcast:** Every Tuesday at 11a CST LIVE in the Facebook group
 - **Expert Mentors Live:** Every Wednesday at 12p CST at <http://Expertmentorslive.com>
 - **Honey Badger Bootcamp:** Every Thursday at 11a CST at honeybadgerbootcamp.com
 - **Funnel Fridays:** Every Friday at 11a CST at honeybadgerleadgen.com
- Have Access to Kyle Wissler's Live Daily Training Calls
 - Training calls for every area and agent is looking to grow their production
- Have access to Chuck and Angela Fazio and their coaching
 - Learn how to grow your business and your revenue share
- Have access to training with Dan Beer

Honey Badger Nation Weekly Schedule

- 📺 **One Big Fire Live Podcast**
Every Tuesday at 11a CST LIVE in the Facebook group
- 📺 **Expert Mentors Live**
Every Wednesday at 12p CST at <http://Expertmentorslive.com>
- 📺 **Honey Badger Bootcamp**
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**FAST FORWARD MOVEMENT
WEEKLY PLANNER**

Every Mon 10:00 AM	Monday Morning Production Mastermind Hosted by Mary Maloney, Dan Beer & Kyle Whissel
Every Mon 11:00 AM	Masterclass Series Hosted by FFM Members Going Deep on One Topic
1st & 3rd Tue 12:00 PM	FFM en Espanol Mastermind Hosted by Dorally L, Juan L, Miguel N, and Desi R
2nd & 4th Tue 12:00 PM	Lieutenants (\$15M+ or 30+ Units) Mastermind Hosted by Lindsay Stevens, Steve Milone & Edward Rivera
1st & 3rd Wed 12:00 PM	Generals (\$50M+ or 100+ Units) Mastermind Hosted by Mary Maloney, Dan Beer & Kyle Whissel
2nd & 4th Wed 12:00 PM	Operations Mastermind Hosted by Aaron Klapper
Every Thu 10:00 AM	Solo Agent Mastermind Hosted by Tessa Sims & Rob Edwards
Every Thu 9:00 AM	New Agent Launch Program Hosted by Charity Messaoudi
1st Thu 11:00 AM	Lady Leaders Mastermind Hosted by Mary Maloney, Jen Schiff & Brittany Stewart
1st & 3rd Fri 9:30 AM	Agent Attraction Mastermind Hosted by Jon Pugh & Mayur Thakrar

All Events are Hosted on Zoom: FastForwardMovement.com and Times are PST



GIVING: 10 FOR 10

- We are passionate about helping the communities we serve, so we will donate 10% of company dollar profit for each home sold by one of your clients.
- There are 10 different charities to choose from. A few are: Immediate Need, Clean Water, Operation Christmas Child
- When your client closes a home with CanZell, they will pick one of 10 charities when they fill out their closing survey
- The donation comes from CanZell....not from the agent's side of the commission

CANZELL PERKS

- \$50/month tech fee CanZell Portal
 - Marketing Materials
 - CanZell kvCore site
 - 1 video produced each month by the CanZell video team for your personal marketing
 - Personalized Join Site
 - CanZell Email sent to your personal email
 - HireUp portal to help with agent attraction
 - Digital Business Card



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BROKERED BY EXP

- By joining as a CanZell Agent, you have access to special perks being offered by eXp!
- Let's take a look at what you will get...



INCENTIVES

- \$149 joining fee paid by eXp...FREE for you!
- No eXp fees for 6 months! (\$85/mo after)
- Public Stock – see your Circle Leader or Managing Broker to see how much upfront eXp stock you are getting!

MONEY...MONEY...MONEY

- 80/20 Split
- \$16,000 Cap – then you go to 100% commission
- Can do both residential and commercial real estate under the same cap
- Already capped? No problem...your capped status transfers over and follows your CanZell Anniversary date





REVENUE SHARE

- First 3 levels UNLOCKED
- 7 levels of revenue share
- Anyone you sponsored at CanZell, you will also be their sponsor at eXp

	eXpansion Share % of AGCI	eXponential Share % of AGCI	FLQA Count Needed
TIER 1	///	3.5%	0 - 4
TIER 2	.2%	3.8%	5 - 9
TIER 3	.1%	2.4%	10 - 14
TIER 4	.1%	1.4%	15 - 19
TIER 5	.1%	0.9%	20 - 24
TIER 6	.5%	2.0%	25 - 29
TIER 7	.5%	4.5%	30+

AGC = Adjusted Gross Commission Income
FLQA = Front-Line Qualifying Agent



STOCKS

- **Stock awards:**
 - \$200 of EXPI stock for first transaction closing
 - \$400 of EXPI stock when agents cap
 - \$400 of stock for directly attracting another agent after the agent closes their first transaction
- **Stock Option Program:** Voluntarily enroll to receive 5% of net commissions from closed transactions at a 5% discount effective March 1, 2024.
- **ICON Agents:** Top agents receive up to \$16,000 in stock upon the achievement of certain production and cultural goals within their anniversary year



TECHNOLOGY & BENEFITS

- kvCore
- Workplace by Facebook
- SkySlope
- eXp Enterprise
- eXp University
- eXp Marketing Center
- eXp World
- Lofty – can purchase for an additional fee
- Regus
- Healthcare with Clearwater Benefits



YOU'RE INVITED TO EXPCON

- When: October 27th – 30th
- Where: Miami
- Who: YOU (psssst....we have some free tickets to give away)
- Lodging:
 - Notilus Sonesta Miami Beach
 - Group Block: \$226.22/night
 - To get this rate, contact Debra Myers:
 - 352-279-8113
 - Debra.Myers@canzell.com