

# YOU CAN EARN OWNERSHIP STOCKS AS A REWARD

QUALIFY FOR REWARDS:	\$ IN OWNERSHIP STOCKS
When you join the company, after your first closing...	\$200
Every time you sponsor an agent, after their first closing...	\$400
When you cap...	\$400
When you cap and become an icon*...	\$16,000

\*To become an icon an agent must cap, sell 20+ homes and teach 1 class/mo.

## HOW YOU CAN BECOME AN ICON



Reach your annual cap

+



Sell 20 or more houses that anniversary year

+



Once you've met those two requirements,

- Give back time, talents, and knowledge to eXp's agent population
- Attend events: Attend specific eXp-approved events

To become an ICON Agent with eXp Realty, you must meet the following requirements during a 12-month period, known as the capping period:

- **FIRST TRANSACTION**  
Agents receive \$200 in EXPI stock for closing their first transaction as an eXp agent.
- **CAPPING AGENTS**  
receive \$400 in EXPI stock when their annual GCI reaches \$16,000.
- **SPONSORING AGENTS**  
Agents receive \$400 in EXPI stock for each agent they sponsor who closes their first transaction.
- **AGENT EQUITY PROGRAM**  
Agents can elect to receive up to 5% of their commissions from each closed sale in the form of eXp stock at a 10% discount.

\*You will get your \$16,000 reward at the end of the year. Your year begins on your anniversary date of joining the company.

\*\*Your classes will be held on Zoom. Topics will be up to the Icon's discretion.