

## Buyer Specialist information sheet

### Details:

Cap for office = \$11k

Approximately 8 closings @ \$100k @ 3% required to cap

Leads will be provided on an as needed basis – start with 10 leads per week

Specialist must match or exceed the number of leads provided

Marketing templates provided – Flyers, mail out templates, email templates

What will be paid:

### Up to \$50k GCI

**Supplies** - Up to \$100.00 paid at closing – includes: Toner, paper and other approved supplies. Receipts must be provided.

**Mail outs** – Minimum units = 200 @ bulk rate price. 1 advertising mail out per month

**Printed materials** – per open house: print materials, mail out

**Business Cards** - \$85.00 as needed

**Office fees** (copies, faxes etc. KW fees) – Up to \$100.00 per month, \$125 when KW quarterly is due

**TopProducer** access

**Website and/or Blog** - Office website, wordpress blog

*Total approximately - \$5000*

### @ \$100k GCI

All above expenses paid plus: at end of year

BCAR Dues

FAR Dues

NAR Dues

\$500.00 Training Allowance

*Total Approximately - \$6500*

### @150k GCI

**Family Reunion** – Shared Hotel room and registration paid

*Total Approximately - \$7500*

### @ \$175.00 GCI

**FAR convention** – Shared Hotel room and registration paid

*Total Approximately - \$9500*

### @ \$200k GCI

**NAR convention** – Shared hotel room and registration paid

*Total Approximately - \$10500*