



# FREEDOM BUILDERS

## ★ GLOBAL ALLIANCE ★



### Benefits of Joining eXp Realty with Freedom Builders Global Alliance

**Collaborative environment:** get free training and mentorship from top-producing agents from across the world, from top individual agents to team leaders selling 1700+ homes or running teams with \$500M+ in volume

**Financial alignment across all agents:** an agent owned company that incentivizes high levels of collaboration

**Great cap for all agents:** 80% split to the agent until \$80k GCI, then 100% to the agent minus fees (\$315 or less)

- Joining a standard team will reduce split to agent but will also reduce cap to \$8k from standard \$16k

**Low monthly fees:** \$85/month for 50+ hours of live training per week and kvCORE CRM (normally \$500/month alone)

- No desk fees, royalty fees, franchise fees, or graduated splits that change with tenure or production

**One cap across all locations:** work in multiple states and only pay one cap and one monthly fee to eXp

**Top-notch training:** 60+ hours per week of live training, accessible from anywhere, plus library of recorded training

**Quick payment:** opportunity to get paid at closing if your file is complete and approved in Skyslope

**eXpress Offers Program:** get multiple cash offers for your sellers, and get the opportunity to list the home after rehab

**Healthcare options:** Insurance and medical cost sharing, telemedicine and medical services, and supplemental insurance

**Stock bonuses:** If you meet requirements, you can achieve ICON status and receive your \$16,000 cap back in stock

**Stock awards:** Stock bonuses as follows: \$200 for your 1<sup>st</sup> deal each agent year, \$400 each agent year you cap, \$400 for sponsored agent closing their first deal

**Stock purchase plan:** Option to use 5% of your commission check to purchase eXp stock at 10% off

**Ease of access:** Quickly access brokers, training, payroll, HR, and technology support from anywhere in the world

**Regus corporate suite membership:** Free access to Regus corporate suites at any Regus location around the world

**100% split on personal transactions:** Get 100% commission (\$315 in fees) on up to 3 personal transactions annually

**Brokerage within a brokerage:** Run your team like a brokerage without the stress and cost of broker compliance

**Brand your business:** You can brand your business using your team or associate broker name in conjunction with eXp

**Incentive to help others grow:** agents share in the 20% brokerage split to eXp for agents they help join the brokerage

- eXp shares 50% of its revenue with the agents that help the company grow
- This creates a passive income stream to fund your retirement and an asset to leave to your heirs

**Residential & Commercial:** You can attract agents and transact properties in both Residential and Commercial

**Top-ranked, international real estate brokerage:** focused on helping agents lead productive and fulfilling careers

- 12-month agent growth of 72% and 12-month revenue growth of 110%
- Real Trends 500 2022: #3 closed transaction sides for 2021, #4 for closed sales volume for 2021

**Company core values:** Service, Sustainability, Collaboration, Transparency, Integrity, Innovation, Agile, Fun, Community

### **Part of the largest and most productive eXp agent groups:**

- Honey Badgers
- Fast Forward Movement
- Altum Impact Agents

### **Residential & Commercial referral opportunities:**

- International network of top-producing agents
  - Currently operating in 21 countries
- eXp also has eXp Commercial, which is leading the way providing the highest commission split to commercial agents

### **Attraction systems and coaching:**

- Access to agent attraction coaching from top eXp attractors (5-figure cost to David & Tasha)
- Skillbridge program to support all military looking to come into residential or commercial real estate. Anyone that names you can come into eXp Realty or eXp Commercial with you as their sponsor
  - Done for you program with numerous support staff in place
  - History of success in attracting agents to eXp

### **Unsurpassed top performer masterminds:**

- Monday Fast Forward Movement masterminds
- Wednesday Fast Forward Movement Generals Masterminds
  - Reserved for \$50M+ production
  - Not many commercial players in this group – huge referral opportunity to support their clients
- Team leads running \$400M+ teams, previous \$1B volume broker
- Numerous mentors that are earning \$200k+/month in revenue share

### **Alignment with top attractors, producers, and investors:**

- Freedom Builders Global Alliance Founders are David & Tasha Gwilt
- David & Tasha are in top 1.5% of teams across the nation as rated by RealTrends
- Tasha is in the top 0.6% of agents in the company in agent attraction
- David is in the top 1.1% of agents in the company in agent attraction
- They have created \$100k+/year in passive income in under 3 years
- Access to eXp leadership as a result of David being a part of eXp Military Network leadership team
- Access to passive investment opportunities to create additional income outside of revenue share
- David is an acclaimed speaker with expertise in investments, mindset, tax minimization, and wealth creation

## **Sampling of some of your mentors**

**David & Tasha Gwilt:** Built team in 5 states focused on military clients. Helped clients buy & sell \$40M in 2021 and \$52M in 2022, a massive growth from \$5.8M in 2018.

**Lauren Taylor:** Lauren is a serial entrepreneur and the creator of a \$1B+ nationwide network focused on helping military families. In 2018, she was nominated for Most Innovative Agent by Inman News for her development and use of virtual house hunting as a modern home search method for buyers.

**Mary Simmons-Maloney** – US Navy Veteran with over 19 years experience in real estate. Recognized as the #1 team in sales volume for Coastal North County San Diego by REAL Trends The Thousand in the Wall Street Journal.

**Kyle Whissel** – Over 16 years experience and built a team that has been ranked #1 team in San Diego County and #6 team in California by Trulia and Zillow. His team helped their clients buy and sell \$350M+ of real estate in 2021.

**Daniel Beer** – Built a team that was ranked #1 in Southern California and has been featured as one of the Top 150 teams in the nation per The Wall Street Journal and Real Trends. His team helped their clients buy and sell \$550M+ of real estate in 2021.

**Kenny Fast** – Built a large team in Northern CA that transacted over \$600M of real estate in 2021 totaling almost 900 sales. #1 agent in number of homes sold in Oakland from 2012-2019. Named INMAN News Most Innovative Agent/Broker in 2015.

**Curtis Johnson:** National 30 under 30 winner. He consistently led his team to be ranked within the top 250 teams in America & was ranked by Wall Street Journal as a top 50 national real estate team.

**Chuck Fazio & Angela Fazio:** Chuck & Angela are a powerhouse couple that has overseen over \$9B in sales volume & 40,000 home sales, culminating in 6,000 homes sold and \$2B in production in one year. They run one of the largest international modern teams with 6,100+ agents.

**Jay Kinder** – Jay was named REALTOR Magazine's 30 under 30 when he was 25 years old with \$17.5M in volume in 2002, and went on to become the #2 agent worldwide at Coldwell Banker when he was just 27 years old. Co-author of Miracle Morning for Real Estate Agents, Co-Founder of National Association of Expert Advisors. He has sold over 4,200 homes with his business partner Michael Reese and is also nationally recognized as being one of the top trainers/coaches in the real estate industry.

**John Kitchens** – He is the most sought-after systems and processes coach for real estate agents that want to build a business. John helps people become the best versions of themselves. High performance life coach with over 14,000 hours of one-on-one coaching with some of the top producing agents and teams across the entire country.