



FREEDOM BUILDERS

★ GLOBAL ALLIANCE ★



Benefits of Joining eXp Realty with David & Tasha Gwilt

Mission: we have a mission to help all our partner agents exceed their goals and achieve time, location, and financial freedom, which will allow them to have the highest impact on their family and on their global relationships.

Collaborative environment: 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

We know how to build a real estate business from any production level: Tasha started her business in Los Angeles as a military spouse with no contacts in the area. In years 2-5, she produced six-figure Gross Commission Income (GCI) and went on to produce annual GCI over \$1,000,000 the next three years. She has been in the top 1% of income earners at eXp for four years in a row and is a 4X eXp ICON agent.

Benefits reserved just for our direct team agents at Gwilt Group (additional info available [here](#)):

- Leadership by team founders that have helped over 300 clients buy and sell \$190M+ of real estate
- Ability to earn 100% on your sphere of influence business, unprecedented for team members
- Collaboration among team agents to provide support for your business and your personal well being
- Access to insight gained from Generals production group, each with \$50M+ in production
- Top notch training, worth \$10,000+, housed within Gwilt Group University
- \$8,000 cap instead of \$16,000 cap with eXp, an immediate savings of up to \$8,000
- Dialed in and paid for tech stack, including Slack, Skyslope, RealScout, Follow Up Boss CRM, Vulcan 7 leads & dialer, Highnote.io for buyer/listing presentations, social media training
- In-house Graphic Designer and Transaction Coordinator
- Weekly team meeting, training, and accountability to ensure you thrive
- Higher probability of attaining referrals and new clients by using team production numbers
- Have helped team agents go from brand new agent to over \$100,000 in GCI
- All team resources and advantages help your business thrive while saving over \$3,000 per month in expenses

Our parent organizations were founded by some of the top real estate leaders in the world.

- Honey Badger Nation was founded by our friend and business partner Jay Kinder, former #2 Coldwell Banker agent in the world and has over 13,000 members. Here's a [top level list of benefits](#).
- In 2023, Fast Forward Movement members held the #1 and #2 spot at eXp for transaction volume, and had 3 of the top 5 spots, 5 of the top 10 spots, and 11 of the top 20 spots at our 89,000+ person brokerage

Great cap for all agents: 80% split to the agent until \$80k GCI, then 100% to the agent minus fees (\$335 or less)

Low monthly fees: \$85/month for 60+ hours of live training per week and kvCORE CRM (normally \$499/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 broker approved in Skyslope

Support@SkillbridgeRE.com | www.SkillbridgeRE.com

Nationwide Off-Market Listing Network: National company allows for all off-market listings to be shared, providing a huge advantage to your clients

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 1st deal each agent year, \$400 each agent year you cap, \$400 for sponsored agent closing their first deal at the company

Stock purchase plan: Option to use 5% of your commission check to purchase eXp stock at 5% 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 (\$335 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 and this revenue is shared with up to seven partner agents
- This recurring income stream can fund your retirement be willed 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

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

International network of top-producing agents: referrals between commercial and residential agents in 23 countries

eXp Commercial brokerage option: eXp Commercial has all the benefits above, with notable changes in cap, fees & tools

- Incredibly generous 80/20 split for commercial agents with \$20,000 cap across all states, \$250/month tech fee, \$250 broker review fee, \$100 risk management per deal capped at \$1,000
- Top tools: AirCRE contracts, Moody's Analytics CRE, Buildout, RealNex, or Business Broker CRM

Attraction systems and coaching:

- 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
 - Allows you to build recurring revenue with minimal effort
- Friday (2x/month) Agent Attraction Mastermind plus numerous other agent attraction masterminds

Unsurpassed top performer masterminds:

- Monday (weekly) mastermind (1 hour) and master class (1 hour deep on one topic)
- Tuesdays (2x/month) Lieutenants Mastermind
 - Reserved for \$15M+ production

- Wednesday (2x/month) Generals Masterminds
 - Reserved for \$50M+ production
 - Not many commercial players in this group – huge referral opportunity to support their clients
- Wednesday (2x/month) Operations Mastermind
- Thursday (weekly) Solo Agent Mastermind
- Thursday (weekly) New Agent Launch Program
- Thursday (1x/month) Lady Leaders Mastermind
- Led by team leads running \$400M+ teams, previous \$1B volume broker
- Countless partner agents with six and seven figure real estate businesses
- Numerous mentors with all their life bills paid through attracting other agents to our brokerage

Meet Some of Your Mentors at Freedom Builders Global Alliance

David & Tasha Gwilt: Built team in 6 states focused on military clients. Helped clients buy & sell \$132M from 2021-2023, a massive growth from \$5.8M in 2018. Tasha has achieved eXp's top awards four years in a row – as a 4X ICON, and also recipient of the eXp Chairman's Awards: Double Diamond 2x (top award at the time), and then Triple Diamond 2x (top award) before those awards were discontinued by eXp. Tasha has been in the top 1% of eXp income earners from 2020-2023 and has also been in the top 0.6% of agent attractors in the company for the last few years. They lead a team that has been ranked in the top 1.5% in the US by RealTrends in 2021, 2022, and 2023. David's expertise is in investments, mindset, tax minimization and wealth creation and has taught from stage about these topics in front of 400+ conference attendees.

Mary Simmons-Maloney: US Navy Veteran with over 19 years of 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 20 years of 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 \$420M+ of real estate in 2023.

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 \$270M+ of real estate in 2023.

Kenny Fast: Built a large team in Northern CA that transacted over \$580M of real estate in 2023. #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, and Co-Founder of Honey Badger Nation at eXp Realty. 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. He is one of the top agent attractors in the entire company.

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.