

TEAM BUILDER NEXT LEVEL



Introducing

MARKET BUILDER MASTERS ASSOCIATES MARKETING PROMOTION

SEPTEMBER 1, 2018 - JANUARY 31, 2019

At Berkshire Hathaway HomeServices Georgia Properties, we partner in your success. MarketBuilder will help you build your personalized branding and marketing. This is a way to say thank you for helping us grow the team with like-minded, full-time, **Forever Agents**. We are the **Forever Brand** and your TeamBuilder referrals have helped us build our market-leading firm and rock solid culture. We are pleased to introduce this special promotion for you, our top-performing Masters associates.

EARN \$1,800 MARKETING CREDIT

WHAT DOES IT TAKE TO GET THE MARKETBUILDER CREDIT?



REGISTRATION



INTERVIEW

C O N T E S T R U L E S

- 1** All Masters Club Associates are eligible to receive **\$150 monthly marketing credit** called **MarketBuilder** added to their agent billing account for 12 Months for EACH experienced TB candidate registered and **interviewed by the broker** within the contest period.
- 2** To qualify, the sponsored associates must have had a **verifiable closed \$3 Million Volume in prior 12 months**. The sponsored associate also must have **received that volume in the areas our offices service**.
- 3** **MarketBuilder will be rewarded once the interview with the managing broker is complete**. MarketBuilder credits will appear on the next agent billing cycle. Associates should assist in confirming the **interview with the broker**.
- 4** To qualify to receive marketing credits, the sponsoring associate **must have an active license with Berkshire Hathaway HomeServices Georgia Properties**.
- 5** To participate in this program, the sponsoring associate must be a **current member of our Masters Club** as defined by BHHS Award levels for CCD, CCP, CCG, PC and LE. Agents who qualify for Masters Level during the program period can participate in this program if the sponsored agent was submitted and **interviewed during the program period**.
- 6** If the sponsored TB does not join the company within the contest period, the standard TB rules apply and the sponsoring associate may renew the registration to qualify for the standard TeamBuilder benefits.
- 7** If the TB being registered is currently registered in our system, they are ineligible for this contest.
- 8** If the sponsored TB becomes an active real estate agent with Berkshire Hathaway HomeServices Georgia Properties while registration is active, the **sponsor will receive MarketBuilder credits in addition to the normal TeamBuilder program benefits**.

See Back for Standard TeamBuilder Rules and Guidelines



R U L E S & G U I D E L I N E S

1. Associates with Berkshire Hathaway HomeServices Georgia Properties who sponsor a new agent to the company qualify under the TeamBuilder plan to receive a quarterly bonus equivalent to 1% of the Adjusted GCI* of the recruited agent as long as both agents are with Berkshire Hathaway HomeServices Georgia Properties or Referral Associates of Georgia.

2. Additional Compensation - Sponsoring associates may be eligible to receive an additional bonus for the year in the following circumstance:

An associate with Berkshire Hathaway HomeServices Georgia Properties who sponsors an experienced agent with verifiable GCI (affidavit is not considered verifiable) of at least \$50,000 in the prior year with another Metropolitan Atlanta real estate company is entitled to receive additional income.

This bonus will be calculated on the closed adjusted GCI of the sponsoring agent for a bonus of 2 ½% of his/ her GCI for the quarter. This bonus shall not exceed \$12,500 per sponsored agent during the 12 month period following the sponsored agent's hire date.

The 2 ½% bonus payment will be paid quarterly only after the recruited agent generates \$5,000 in closed GCI. In any case bonus eligibility expires on the 12 month anniversary date for the sponsored agent with BHHS GA.

3. Qualifying and Payment Guidelines

A. Registrations – In order to qualify as a sponsoring agent, an official registration form must be completed and accepted by the Branch Manager. The agent must actively assist the broker in scheduling and completing the interview.

B. If an agent wants to sponsor a TeamBuilder candidate for more than 1 office, the agent MUST be the procuring cause for an interview with the Managing Broker of that office. (And steps in letter A must be repeated in that office.)

C. Registrations are valid for a 90-day period. They can be renewed once the sponsoring agent is still "actively" involved in the recruiting process with the Managing Broker. Sponsor must facilitate a second interview with the Broker. If the registration is not renewed, another agent with BHHS GA is eligible to become the sponsoring agent of this recruit if all guidelines are met.

D. If the sponsoring agent does not renew the registration and the agent is ultimately hired by the company, no bonus will be paid. The registration must be active at the time of the hire to qualify for payments—NO EXCEPTIONS!

E. TeamBuilder bonuses WILL NOT be paid if a sponsored agent's hire date is prior to registration date.

F. Former agents with Berkshire Hathaway HomeServices Georgia Properties are ineligible to be sponsored unless it has been a minimum of 12 months since their license has been transferred from Berkshire Hathaway HomeServices Georgia Properties Rules and Guidelines.

G. Agents currently in Referral Associates of Georgia are NOT eligible to be sponsored in the Teambuilder program when they become an active agent. There is no TeamBuilder sponsorship programs for agents referred into RAGI.

H. Only employees with an active real estate license are eligible to receive TeamBuilder bonuses.
(Exception: Managing Brokers and Company Recruiters are NOT eligible.)

I. Teambuilder bonuses will not be paid on agents recruited to an existing team. If bonuses have been paid in the past, they will cease and cannot be restored in the future.

J. If a sponsored individual agent decides in the future to create a team, teambuilder bonuses will continue to be proportionally paid, only on original recruited agent, based on number of team members. The adjusted GCI of entire team members will be divided by number of members in the team for purposes of bonus calculation.

K. If a sponsoring agent recruits a team to Berkshire Hathaway HomeServices Georgia Properties, all bonus calculations will be based on the original members of the team and only on their proportional share of total team earnings. (No future team member's earnings can be used for calculations.)

L. In order to receive a bonus, the sponsoring agent and the recruited agent must be active with Berkshire Hathaway HomeServices Georgia Properties.

M. The quarterly bonuses will be paid within 30 days of the end of the quarter based on a calendar year.

N. Bonus income will apply to an agent's earning level.

O. For the purpose of calculations and period of bonus due, "hire date" of the recruited agent will be the date the agent's license has been activated with GREC AND all paperwork and fees due have been received by corporate.

P. Bonuses are paid on closed business only.

Q. There is no limit to the number of recruits an agent can sponsor!!

* Adjusted Gross Commission Income is defined as GCI less any fees including FMLS, referral fees, franchise fees, etc.
AGENT RECRUITING PROGRAM Teambuilder Georgia Properties

**BUILD YOUR INCOME AND THE TEAM WITH
OUR DYNAMIC AGENT RECRUITING PROGRAM.**

BERKSHIRE HATHAWAY
HomeServices
Georgia Properties

📍 A member of the franchise system of BHH Affiliates, LLC