

OPEN,

STEP 1, CLEAR THE TIME

Tami, thank you so much for taking a few minutes out of your day today. I know that its 11:00 am your time and we are scheduled until 12:00. I wanted to make sure before we jump into this conversation that this is still a good time for you.

(Wait for response, if yes) GREAT!

(if no). When can we reschedule that works better for you.

STEP 2, CONNECT WITH THEM

(If you've recently already caught up, move straight to set the context)

(If you don't know them well). ***Tell me about Yourself.***

(If you do know them) Tell me what going on in your world these days.

Can we start by me asking you a strange question?

If I were to ask your (Wife, Husband, Significant other) to describe you, and they could choose only one of these four, which would they choose. #1. Direct and to the point. #2. Natural born salesperson, the life of the party. #3. Cautious and detailed, #4. Warm and sincere.

On a scale of 1-10, one being I'm out the door and 10 being I'm married for life, how would you rate your relationship with your current company.

STEP 3, SET THE CONTEXT

The reason for us coming together today as you know, I've made the move to eXp realty and wanted to share the revolutionary business models of eXp that are transforming our industry.

(IF #1 or #3) The best way for me to do this, is I'm going to share a video with you recorded last year by a good friend of mine, Aaron Klapper.

(IF #2 or #4) The best way for me to do this, is I'm going to share a video with you recorded last year by a good friend of mine, Brent Gove.

There's three parts I want to cover with you:

#1 is the agent experience, what its like to be an agent in eXp.

#2 is the ownership experience. How you and I, as producing agents, automatically gain ownership in the company.

#3. The profit share experience, or what we call the Revenue share experience.

AGENT EXPERIENCE

START VIDEO, Pause at transition to Equity opportunities

CLEAR OUT – The Agent Experience

So tell me, what have you seen that you liked so far?

Our Founder, Glen Sanford, was part of Gary Keller's top 100 and presented this idea, and got shot down. So he built it himself.

VirBela

Harvard, University of Texas, NBA

WorkPlace

EXPEnterprise

SkySlope

KvCore CRM

KvCore IDX Lead Generation Website

KvCore Unlimited Landing Pages

KvCore Unlimited Squeeze Pages

LEADS, EXP makes NO money on leads

Regus. (check to see if its in their area)

How many people in your current office would ask you to list their house?

SUCCESS.com

Training,
120 hours a week now, 15+ classes per day
LIVE Top Trainer in the Nation, not just the office or area

Our Zillow Killer, ShowCase IDX

The Numbers

ADD LINGO. 80/20 split. \$16,000 CAP, NO ROYALTY

\$149,00 sign up,
\$85.00 per month
\$25 per transaction
\$40 per transaction, Cap @ \$500

Core Values – 32:45

Company has a flat structure. Connection and culture. You know everyone AND interact with everyone in the company.

Our Organization
Coaching and training
Gateway to Mastery
Allison Gaddy
Don Hobbs

Health Insurance www.expagenthealthcare.com

OWNERSHIP

SET UP –

Curious. What's your exit strategy from Real Estate?

When was the last agent retirement party you attended?

On a scale of 1-10, 1 being I'm going to have to sling real estate for life, and 10 I could retire today with the lifestyle I choose. how, prepared are you for retirement.

The traditional real estate brokerage model

The only company that has the agents financial future front and center.

CLEAR OUT – The Ownership Experience

16,000 cap, No Royalty, spend royalty on Retirement.

REVENUE SHARE

CLEAR OUT – The Revenue Share Experience

Willable

Corporate Structure

No Corporate Owner, Brick & Mortar or Overhead.

No Regional Owner, Brick & Mortar or Overhead

Marketing doesn't match the reality

My Mission

My 2021 Goal

Looking for a leader in _____, Matt Voss

So that sounds like it was everything you were looking for today. Is there anything else that has come up in the time that we have been talking that would be important to you?

Great. In the context of next steps there are a couple of different directions we could go.

#1. Application and join.

#2. You may want to have an experience of our world and what that feels like and the available resource in which case we can schedule a date and time to do that together.

#3. You may want to hear from someone else who has a different perspective in which case I want to introduce you to _____. THEN EDIFY THAT PERSON . . . I know that I could get 15 – 20 minutes with him that would be valuable.

#4. You may want to dive into due diligence of the details in which case we can get you scheduled to apply to the company and get your Independent Contractor Agreement and other documents created for your review.