

- Team Building Activities to be lead by Qualifying Director/Broker & RE/MAX Country Manager/Director of Growth & Expansion
- Planned Bi-Monthly Formal Brainstorming Sessions with agents
- **Sales Kit** - Listings & Offers
- Opportunity to participate in the planned **RE/MAX Initial Public Offering (IPO)** & own shares at discounted prices in **RMER/ RE/MAX Jamaica**
- Marketing Plan/Strategy - Developments
- Corporate Citizenship
- Realtor Association of Jamaica - Group Health Insurance Scheme**
- Periodic Games Night/Social Networking Events at UCC Sky Lounges & other suitable convenient locations islandwide.



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KEY VALUE PROPOSITIONS FOR AGENTS 2023



#1 **NOBODY IN THE WORLD SELLS MORE REAL ESTATE THAN RE/MAX®**



NEW AGENT PACKAGE

- First 100 Business Cards
- One yard sign for 1st listing
- Announcement on social media platforms

- Current Commission Tier for **NEW** experienced or inexperienced agents for 2023: **55%-80%**
- New **Experienced** Broker Associates: Start at **80%**.
- New **Inexperienced** Broker Associates: Start at **65%**.
- Convenient locations for office facilities at **UCC Main Campus** and other **UCC offices & RE/MAX satellite offices across the island** - May Pen/ Mandeville/ Ocho Rios/ Montego Bay.
- Access to **UCC students & Alumni** contact databases as prospective leads.
- **EXISTING INEXPERIENCED & EXPERIENCED AGENTS:** Opportunity to pursue an accredited **Bachelor** or **Masters degree** in Real Estate Investment, Business Administration, Finance, Information Technology, or any other discipline at the UCC after one year post acquisition at a partial scholarship/tuition waiver of up to **25%**. Conditions apply.
- **NEW INEXPERIENCED AGENTS** as at April 1, 2023: A **50% Scholarship** for any accredited Bachelor degree at the UCC for agent OR one (1) dependent (ie. child of any age) of said agent. Conditions apply.
- Opportunities to advertise services free of cost via UCC **27** electronic boards in Kingston & across the island.

- Public Relations opportunities through UCC Group Marketing & PR services
- **NEW EXPERIENCED AGENTS** as at April 1, 2023: A **100% Scholarship** for any accredited Bachelor degree or a **25% Scholarship** for any Masters degree at the UCC for agent OR one (1) dependent (ie. child of any age) of said agent. Conditions apply.
- Opportunities to meet with students periodically as prospective clients who are interested in selling, buying, or in property development and management services through **UCC/SPECTRUM Groups Real Estate Investment subsidiary - Worthington Real Estate Investment & Development.**
- **High value Marketing support:**
 - Photography
 - Video
 - Drone
 - Social Media
 - Brochure/feature sheets
 - Email campaign
- **RE/MAX Resources** - Training, Marketing, Advertising, Leads, Referrals
- Additional complimentary sales training at the UCC for continuing education credits (CEUs).
- Pre-Listing Packet
- Broker-Agent One-On-One Coaching and Mentoring
- Business Planning

- Leads & Referrals - Local & International
- Mortgage referral fees payable to agents by financing institutions
- Referrals fees of **J\$25,000** payable to agents for new experienced agent referrals & their successful on-boarding
- Referrals fees payable to agents for successful property management services referrals to **Worthington Real Estate Investment Limited.**
- **Floor Duty** - Website, Calls, Walk-Ins
- Open House Support
- Commission Payments - Wednesdays
- Awards & Recognition - Annually
- Competitions/Contests (friendly)
- Birthday Celebrations - Monthly Internal Newsletter
- Planned Biannual High Impact/High Visibility **RE/MAX Magazine** featuring top agents & their listings for electronic & hard copy distribution
- Planned Bi-Monthly **RE/MAX Educational Podcast - "All Things Real Estate"** also featuring RE/MAX agents, clients & special subject matter experts (SMEs) from RE/MAX LLC & locally.