



# *HOW TO* START YOUR OWN TEAM OR SMALL BROKERAGE *with*



As an extremely fast growing national brokerage, Canzell Realty is assisting agents and brokers to **GROW AND EARN MORE!**

## *What are The Benefits*

### OF HAVING A TEAM OR SMALL BROKERAGE AT CANZELL?

#### FOR YOU

It means access to all the technology, tools and resources, you need to run your business.

#### FOR YOUR AGENTS

It's the training they've been looking for, the state of the art technology they request and access to inexpensive lead purchasing program.

#### FOR YOUR CLIENTS

It means getting a reliable, enjoyable buying or selling experience designed to make them your clients for their lifetime.

## ATTRACTING AGENTS

# Understanding Teams at CANZELL



### TEAMS →

- 80/20 commission split
- \$14,000 annual cap, then **100% commission split**
- Team members pay quarter-cap (\$3500)
- Spouses share **one cap!**
- \$50/mo tech fee
- \$50/mo E&O Insurance
- \$100 one time onboarding fee to join

\$100 Broker Review and Risk Management Fee  
\$195 Quality Control Fee

## TEAMS AT CANZELL

Who can start a team?	Any active agent at CanZell.
Are agents required to pay a full cap?	NO - 1/4 cap- \$3,500
Are written team agreements required?	YES
Does Canzell Realty require special team forms?	Team leaders must sign a Team Leader Addendum & team members must sign a Team Member Addendum.
Is there a minimum amount of transactions required?	Varies based on team size. <b>See your Circle Leader.</b>
Is there a minimum referral % to team leaders?	Varies based on team size. <b>See your Circle Leader.</b>
Do team rosters need to be shared with CanZell?	YES
Can team members earn the Influencer award?	NO - agents need to pay a full cap to be eligible.
Can team members earn capping equity awards?	NO - agents need to pay a full cap to be eligible.
Is there a minimum number of agents required?	YES - 2
Can agents be on more than one team?	NO
Can agents be from multiple states?	YES

## ATTRACTING AGENTS

# Understanding Teams at CANZELL



As a small brokerage, you'll need to decide if you want to bring agents on as individual agents or as team members. The **ONLY** difference is that team members do not qualify for stock opportunities when they cap OR when they become an influencer\*. This can be a big decision and we're here to help you decide.

QUALIFY FOR OWNERSHIP STOCK REWARDS:	TEAM MEMBERS EARN	INDIVIDUAL AGENTS EARN
When you join the company, after your first closing...	<b>\$250</b>	<b>\$250</b>
Every time you sponsor an agent, after their first closing...	<b>\$250</b>	<b>\$250</b>
When you cap...	<b>\$0</b>	<b>\$4,000</b>
When you cap and become an Influencer*...	<b>\$0</b>	<b>\$14,000</b>

\* To become an Influencer an agent must cap, sell 30+ homes and teach 1 class/mo.

# Teams & Small Brokerages



## SAY GOODBYE TO COSTLY OVERHEAD

There's no brick and mortar office unless you want one. And we pay for Regus! Our partnership gets you access to over 1,000 business lounges across the country. At CanZell, you only need a laptop, Wi-Fi and a mobile phone to conduct business.



## NO HIGH RISKS OR LIABILITIES

Unlike other brokerages that have one broker for hundreds of agents, CanZell has local brokers in every territory and a principal broker in every state. Our brokers only have a certain number of agents so that they're never overwhelmed.



## KEEP YOUR OWN NAME AND BRANDING!

Yes! That's right – you can join and keep your own branding, just powered by CanZell! For example, if you've branded yourself as "Sally Sue South Branch Real Estate" you can continue utilizing it and be powered by an awesome company!



## CLOUD-BASED PLATFORM WITH SINGLE SIGN ON

We have two ways to connect on a cloud-based platform. The CanZell portal is a one-stop-shop that gets you to everything you could possibly need. Access to all technology and resources are all in one place!



## TECHNOLOGY TOOLS

Get access to all the back office tools and technology you need to run your business including: KV Core, Lishub, Brokermint, BrokerBuck, and Microsoft! We advertise your listings for FREE; we even pay extra to have them posted on Lishub Global.

~~\$1,800~~



## REAL LIVE PEOPLE FOR ADMIN & SUPPORT

Some brokerages just have avatars for support who are difficult to reach. We have admin who are easily accessible on multiple platforms. Any issue you have will be handled immediately by a REAL person!



## MARKETING: WE'VE GOT YOU COVERED!

Easily create self-branded marketing material in minutes with your picture, name, phone number and more! We provide FREE marketing for your listings with our "just listed" cards and create professional agent recognition graphics.



# Teams & Small Brokerages



## TRAINING: CANZELL UNIVERSITY

We have tons of courses and recording that are taught by our top producers, who are called influencers. We also provide 1 on 1 coaching from Circle Leaders. We will either pay you to be a circle leader or pay someone to be a circle leader for you! It's YOUR choice!



## REVENUE SHARE

At CanZell Realty, you have the opportunity to unlock up to 85% of company dollar in additional revenue just by attracting producing agents to the company. Our revenue share program is multi-level with no limit to the amount you can earn from building a successful "team." This is way better than profit sharing which is based on the profit of the organization!



## WE PROVIDE 10-99S

We will make sure that your 1099 is provided to you at the end of the year for taxes.



## OWNERSHIP STOCK

At CanZell, we believe in building wealth for our agents by offering multiple revenue streams and competitive compensation plans. When you join the company, after your first closing, you receive \$250 in Ownership Stock! Every time you sponsor an agent and they have their first closing, you get \$250 in Ownership Stock! Also, when you cap, you get \$4k back in stock!



## DON'T BE LIMITED BY TERRITORIES

At CanZell, there's no such thing as a territory. You are able to expand as much as you like, as far as you'd like and collaborate with agents from all over the country. There are no additional costs for working outside of your territory – and it gives you room for so much development and different perspectives.



## PERSONAL DASHBOARD

You will have your very own personal dashboard that will keep track of your transactions, commissions, stock, revenue share and SO much more! All in one place and personalized specifically to you.



## HEALTH INSURANCE

You will have access to the most innovative and low cost health insurance options through CanZell. This will give you a huge peace of mind while helping you avoid the costs of what's out on the market!

# Teams & Small Brokerages



## LEAD GENERATION

At CanZell, you'll always have access to amazing leads! Through KV Core – leads can be bought for \$5-\$15. There are also tons of referral opportunities since we have agents in every state and we're always communicating!



## COMMISSIONS PROCESSED SAME DAY

We process all commissions the same day that you turn in your commission form online. **You get paid the very next day.** We also have the ability to pay agents at closing depending on the state. Small brokerages must wait to pay the agents out until they have the funds—with CanZell, you can get paid the day of or the very next day!



## EASILY ATTRACT MORE AGENTS

It is easy to recruit agents with so many tools to offer them like revenue share, stocks, retirement, coaching and MORE! You'll save so much time and effort since these resources are provided to you for FREE! Get paid for attracting agents effortlessly!



## NATIONAL SPEAKERS & COACHING

CanZell provides tons of opportunities to tune into well known national speakers to provide coaching to you and agents you attract. This allows brokers to spend more time on agent development and provides tons of insight on how to build your business for FREE.



## LOCAL BROKERS HANDLING COMPLIANCE

We have local brokers to handle compliance for you OR you can get paid as a local broker.