

# Southland

## REALTORS

*What YOU expect from SOUTHLAND*



*People do business with people;  
always have, always will*

**\*ELITE RECRUITING\***

*SELECTIVE AND SPECIFIC TYPE OF AGENT*

**\*LEADERSHIP\***

*SOUTHLAND IS LED BY PAST BOARD  
PRESIDENTS AND REALTORS OF THE YEAR*

**\*ACCESS TO EXPERTS\***

*SOUTHLAND HAS EXPERTS  
IN EVERY FIELD OF REAL ESTATE*

*- TITLE -COMMERCIAL -LAND  
-PROPERTY MANAGEMENT -MORTGAGE  
-DEVELOPMENT -NEW CONSTRUCTION*



*If you build it, they will come;  
buyers and sellers, not ball players*

**\*THE OFFICE\***

*STATE OF THE ART OFFICE WITH  
STATE OF THE ART EQUIPMENT*

**\*REVOLVING DOOR\***

*24/7 ACCESS FOR YOU AND YOUR CLIENTS*

**\*THE ATMOSPHERE\***

*YOU'LL FORGET YOU'RE EVEN AT THE OFFICE*

**\*ONE STOP SHOP\***

*SHOP HERE, BUY HERE, PAY HERE*



*The deal is simple,  
and everyone is on the same deal*

**\*NO FEES, NO FINE PRINT\***

*SOUTHLAND PAYS YOU;  
YOU DON'T PAY SOUTHLAND*

**\*OUT OF BOX MARKETING\***

*NON-TRADITIONAL ADVERTISING  
ANNUAL MARKETING BUDGET*

**\*TANGIBLE PERKS\***

*SIGNS, BUSINESS CARDS,  
AND OFFICE SUPPLIES*

**\*OFFICE SUPPORT\***

*A STAFF THAT SUPPORTS YOU*

*...a Southland Company*

# Southland REALTORS

*What SOUTHLAND expects from YOU*



## PERFORMANCE QUOTA

Each calendar year,  
every agent is required to

CLOSE **\$1.5M** IN VOLUME

Refer to Independent Contractor  
Agreement for additional terms and  
conditions



## COMMISSION STRUCTURE

### **70/30 SPLIT**

\$25,000 Cap then Agent moves to 100%  
with \$250 Transaction Fee

### **SOUTHLAND PAYS FOR:**

- SIGNS -BUSINESS CARDS
- OFFICE STAFF AND SUPPLIES
- WEBSITE -EMAIL
- COMPANY MARKETING

### **AGENT PAYS FOR:**

- LOCK BOXES -MLS DUES
- E/O INSURANCE
- PERSONAL MARKETING



## OFFICE REQUIREMENTS

*-Treat everyone with RESPECT*

*- Be a TEAM player*

*- Check all excuses, complaints,  
and negative energy at the door*

*- Follow all real estate rules*

*- Do the paperwork*

*...a Southland Company*