

real

# Elite Agent Program

Agents who achieve exceptional sales volume and embody the core cultural values of Real are offered the opportunity to earn Elite Agent status.

- To earn Elite Agent status, one of the following benchmarks need to be met:
  - Pay the full annual cap and generate \$6,000 in post transaction fees **OR**
  - Generate a minimum GCI of \$500,000 and 10 completed transactions with all sales prices \$1M or above.
- Upon achievement of the production benchmark, the Elite Agent will be awarded **\$16,000** in stock
  - Shares are Restricted Stock Units with a 3 year vesting period\*
- Elite Agents are also eligible for an additional cultural stock award
  - For the 2020/2021 Elite Agent program, the cultural benchmark is defined as giving back to the entire agent population by teaching monthly topics at the Real Academy. Upon achievement of the cultural benchmark, the Elite Agent will be awarded an additional **\$8,000** in Restricted Stock Units with a 3 year vesting period.\*

*\* The agent will have to remain in good standing with the company throughout the vesting period.*

“The Elite plan is a game changer.”

**Justin**, Real agent in Alaska

