

Agent Full Name:

Number of Active Team Members:

(Do not count assistants
that do not actively sell)

CBMP Office:

Start Date:

Anniversary Date:

Prior 12 Month Volume:

Prior 12 Months GCI

Next 12 Month Vol Goal:

Next 12 Months GCI Goal

Agent Plan

90% Capped Commission Plan

Team Commission plan will be determined based on their previous 12 months production.

Team will be paid a 90% commission, less a Flat Fee CAP of \$18,750 Per Year.

		GCI Number to Achieve Cap	Initials
Plan 1	Pay Full Amount \$18,750 (Less a \$500 Prepayment Discount)		
Plan 2	Monthly Payments of \$1,562 until paid		
Plan 3	Deduct Additional 40% from commissions until paid	(\$47,250)	
Plan 4	Deduct Additional 35% from commissions until paid	(\$54,000)	
Plan 5	Deduct Additional 30% from commissions until paid	(\$63,000)	
Plan 6	Deduct Additional 25% from commissions until paid	(\$75,000)	
Plan 7	Deduct Additional 20% from commissions until paid	(\$93,750)	
Plan 8	Deduct Additional 15% from commissions until paid	(\$126,000)	
Plan 9	Deduct Additional 10% from commissions until paid	(\$187,000)	
Additional 5% Bonus will be paid on any GCI over \$450,000 within a Plan Year			

Guidelines:

1. Compensation Agreement:

- a) Automatically renews for successive 12 month period unless either party gives 30 days prior written notice.

2. Experience Agent Exceptions:

- a) Minimum 2 years experience may choose Plan 5 regardless of production.
b) Minimum 5 years experience may choose Plan 6 regardless of production.
a) Minimum 10 years experience may choose Plan 7 regardless of production.

3. Annual CAP not achieved, results in:

- a) No back charge provided the prior 12 month GCC is equal or greater than the number necessary to pay \$18,750 by the end of the Plan year.
b) If the full plan is not achieved agent will automatically be moved to next lower Plan Number for the following year.

Additional Notes: In the event the team lead is on a flat fee structure, then only the fees apply.

Any agreements and commission plans that predate this agreement are no longer valid.

Agent's Signature

Date

Manager's Signature

Date