



COLDWELL BANKER
SELECT REAL ESTATE

Exhibit B-2.1
Independent Contractor Agreement Newly
Licensed Agent Compensation Plan
(First 12 Months)

Agent's Full Name: _____
Select Group Office: _____
Volume Goal: Next 12 Months: _____
GCC Goal: Next 12 Months _____

Today's Date: _____
Agent's Anniversary Date: _____
Goal Review Date: _____

Commission Plan

Commission Percentage Per Closed Unit

For the Agents first 12 month their commission will be on a graduating scale.

1 Unit Closed	60%
2 Unit Closed	60%
3 Unit Closed	60%
4 Unit Closed	60%
5 Unit Closed	60%
6 Unit Closed	70%
7 Unit Closed	70%
8 Unit Closed	75%
9 Unit Closed	75%
10+ Units Closed	80%

Guidelines:

1. Agent Fees will be waived for your initial full month of hire and the two subsequent months.
a. If the start date is before the 10th of the month, that will be consider the 1st month. If the start date is after the 10th, the following month will be the 1st full month of fee waiver.
2. First 10 Closings are Paid on a graduating scale.
3. Successful completion of your first 12 months is converted to Exhibit B-1, Independent Contractor Agreement - Experienced Agent Compensation Plan.

Additional Notes:

Note: Any agreements and commission plans predating this signed agreement are no longer valid.

Agent's Signature

Date

Manager's Signature

Date