



Agent Full Name:	<input type="text"/>	Number of Active Team Members:	<input type="text"/>	(Do not count assistants that do not actively sell)
CBMP Office:	<input type="text"/>	Start Date:	<input type="text"/>	Anniversary Date: <input type="text"/>
Prior 12 Month Volume:	<input type="text"/>	Prior 12 Months GCI	<input type="text"/>	
Next 12 Month Vol Goal:	<input type="text"/>	Next 12 Months GCI Goal	<input type="text"/>	Agent Plan <input type="text"/>

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Any agreements and commission plans that predate this agreement are no longer valid.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