



## THE EXIT FORMULA:

# INCOME X3 - LIST. SELL. SPONSOR.

Powering dreams since 1996, EXIT's growth is fueled by our exclusive, by-invitation-only, people-powered business model. The EXIT Formula changes the narrative, celebrates human potential, and fosters an atmosphere of collaboration, self-determination, and prosperity, offering a pathway to unlimited income.

- 1 Sponsoring is when an EXIT Associate **introduces** a potential recruit to the broker. If the recruit is hired by the broker, when they close transactions, the Associate earns a bonus from EXIT's head office. This adds a third income stream to the traditional listing and selling model. It can be practiced wherever there is an EXIT office throughout North America.
- 2 Residual bonuses are **single-level only**. Associates earn bonuses only for those they personally sponsor, not for anyone sponsored by others.
- 3 The sponsoring bonus is the equivalent of **10% of the recruit's gross commission**, up to \$10,000 per year per recruit, and continues annually as long as the recruit stays with EXIT and closes transactions.
- 4 An EXIT Associate who retires or takes time off from selling can still earn **7% residuals**, with 3% going to their broker. This continues as long as their recruits stay with EXIT and close deals. Associates who retire from the industry will also earn 7% residuals while pursuing their retirement dreams.
- 5 EXIT's residual program is **convertible**, allowing retired or part-time Associates to return to full-time sales and restore 10% residuals. To do so, they must close 8 deals or earn \$40,000 in gross commission.
- 6 EXIT Associates name a beneficiary upon joining. If the Associate passes away, their 10% or 7% residual bonus becomes a **5% benefit** to the beneficiary, with the remaining 5% going to the brokerage which last held their primary role. This continues as long as their recruits stay with EXIT and close deals.
- 7 Sponsoring can be **shared** equally between two sponsors for the initial introduction, with each receiving 5% as a result.
- 8 Mentoring isn't a requirement of sponsoring, but it can be beneficial. Since sponsors earn ongoing bonuses, they have a **vested interest** in helping their recruits succeed.
- 9 EXIT Associates pay a tiered transaction fee per deal, capped at \$2,700 annually. Portions of this fee go toward **national advertising, EXIT's charitable program, and an annual admin bonus** for each brokerage's admin staff.
- 10 EXIT Associates pay a small regional transaction fee, capped at \$500 annually. This fee is applied in its entirety to regional advertising campaigns. This helps **promote the brand** throughout North America.

BUILD. EARN. LEAVE A LEGACY.

