



QUARTERLY OFFICE MEETING

JUNE 12, 2024 | 11:00am

NEW BUYER-BROKER AGREEMENT AND HOW IT MAY
IMPACT YOUR BUSINESS

WELCOME NEW AGENTS!



JUDY STARR

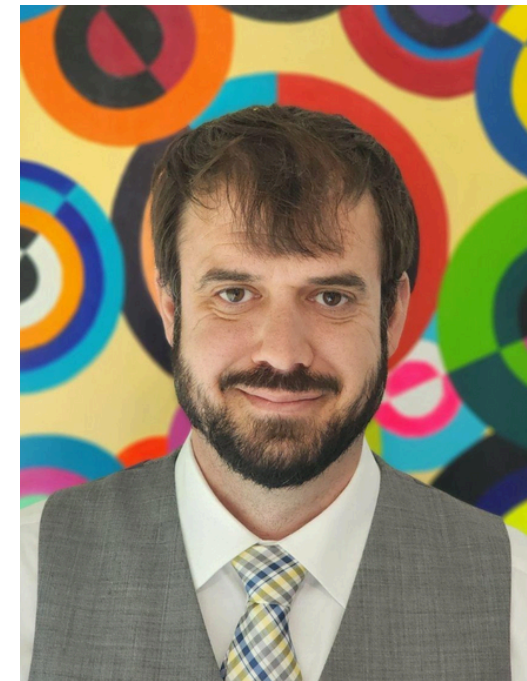


RON ABSHER



TORI ADKINS

ASHLEY ROGERS



RYAN SHANNON



PAM MURPHY



TIM LEWIS

NAR UPDATES

- **MLS COMPENSATION WILL NOT BE DISPLAYED ON MLS**
- **NEW DATE: AUGUST 17TH**
- **BUYER BROKER AGREEMENT**



NAR UPDATES (CONT...)

REQUIREMENTS IN REGARD TO THE SETTLEMENT

THE BUYER BROKER AGREEMENT MUST CONTAIN:

- A specific and conspicuous disclosure of the **amount** or **rate of compensation** the Participant will receive or **how this amount will be determined**, to the extent that the Participant will receive compensation from any source.
- The amount of compensation in a manner that is **objectively ascertainable** and **not** open-ended.
- A term that **prohibits** the Participant from receiving compensation for brokerage services from any source **that exceeds** the amount or rate agreed to in the agreement with the buyer.
- A conspicuous statement that **broker fees** and **commissions** are **not** set by law and are **fully negotiable**.

BUYERS REPRESENTATION AGREEMENT

- **HOW TO CONTINUE TO USE THE
CURRENT BUYER AGREEMENT**
- **EVEN ONE TIME SHOWINGS, YOU
NEED AN AGREEMENT**
- **ADD TO EVERY BUYER CONSULT TO
EDUCATE THE CONSUMER**
- **DON'T FORGET IF YOU ARE NOT PAID FOR YOUR
SERVICES, E&O WILL NOT COVER YOU IN THAT
TRANSACTION**

COOPERATION & COMPENSATION AGREEMENT

**INQUIRE WITH LISTING AGENT ABOUT COMPENSATION
PRIOR TO SHOWING**

**YOU WANT TO SIGN AND SUBMIT WITH
YOUR OFFER**

STEERING

NOT SHOWING A 0% COMMISSION LISTING = STEERING

IF YOU EDUCATE YOUR CLIENT AND THEY
DETERMINE THEY CANNOT PAY YOUR COMMISSION,
THEY CAN MAKE THE CALL ON VIEWING THE 0%
COMMISSION LISTING = NOT STEERING

VA BUYERS

AT THIS TIME, VA IS ALLOWING VETERANS TO PAY
BUYER AGENT COMMISSION FOR NOW



PURCHASING PROPERTY WITHOUT VIEWING DISCLAIMER

**FOR OUT-OF-STATE BUYERS THAT YOU ARE
SENDING VIDEOS OR FACETIMING WITH TO
PURCHASE IN ADDITION TO THE BUYER
REPRESENTATION AGREEMENT**

THIS WILL HELP PROTECT YOU

FOR SALE BY OWNER

**STILL USE FOR SALE BY OWNER COMPENSATION
FORM FOR FSBO TRANSACTIONS**

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ANTI-FRAUD DISCLOSURE

**START TEACHING YOUR CLIENTS HOW TO AVOID
WIRE FRAUD IN THEIR REAL ESTATE
TRANSACTIONS**

THIS PROVIDES VALUE AND SERVICE TO YOUR CLIENTS

EXPANDING THE TRAINING AND THE MENTORING PROGRAM

**HAPPY TO ANNOUNCE THAT WE HAVE BEEN RECRUITING AND
SIGNING ON GREAT NEW AGENTS TO LIFESTYL!**

WE ARE EXPANDING OUR MENTOR PROGRAM

**IF YOU WOULD LIKE TO CONSIDER BEING A MENTOR, PLEASE
REACH OUT TO CAROLE OR JENNY TO BE CONSIDERED.**

RISC E&O

- **RISC E&O POLICY IS GENERAL COVERAGE FOR AGENTS ASSISTING CONSUMERS.**
- **ENDORSEMENT IS AN ADDITIONAL COVERAGE TO ADD EXTRA PROTECTION.**

RISC E&O

SOME OF THE CONDITIONS INCLUDE:

- BUYER GETS A WRITTEN INSPECTION ROOM REPORT.
- BUYER HAS A HOME WARRANTY
- OWN THE PROPERTY 180 DAYS OR MORE
- CANNOT HAVE MORE THAN 25% IN THE PROPERTY
- TRANSACTION MUST GO THROUGH THE BROKERAGE

RISC E&O

- **IF YOUR BUSINESS INCLUDES:**
 - **BUILDING/DEVELOPING**
 - **COMMERCIAL**
 - **PERSONAL INVESTMENT**
 - **BUILDER REPRESENTATION**

YOU MAY NOT BE COVERED

RISC E&O

NEXT STEPS IF YOU NEED MORE COVERAGE

1. CALL CLAIMS DEPARTMENT RISC

A. 502-897-1876

**2. REACH OUT TO ANOTHER INSURANCE PROVIDER
& SHARE YOUR COVERAGE AND ENDORSEMENT
WITH THE CONDITIONS**

RISC E&O

DETERMINE THE RISK YOU WANT TO MANAGE

OTHER INSURANCE OPTIONS:

- **VICTOR INSURANCE** WWW.VICTORINSURANCE.COM
- **TRAVELERS** WWW.TRAVELERS.COM
- **HISCOX** WWW.HISCOX.COM
- **ARCH INSURANCE** WWW.INSURANCE.ARCHGROUP.COM

ROAD TO LIMITLESS

AGENTS WANTING TO JUMP-START THEIR BUSINESS, WE WILL BE INTRODUCING OUR 12-WEEK “ROAD TO LIMITLESS” PROGRAM LATER THIS SUMMER

- INCREASE YOUR SPHERE
- DEVELOP SYSTEMS
- PARTICIPATE IN A GROUP MASTERMIND
- ACCOUNTABILITY
- MORE CLOSED SALES
- CLASS FEE OF ONLY \$149

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FALL BUSINESS PLANNING

**RED RIVER GORGE
OCT 2ND**

**BUSINESS PLANNING &
TEAM BUILDING**



RECRUITING BONUSES

- GROWTH \$75
- OPPORTUNITY \$100
- LIMITLESS PARTNER \$150
- LIMITLESS \$200
- LIMITLESS TEAM OF 3 OR MORE \$300

RECRUITING REFERRAL

YOU CAN CONTACT LESLIE DIRECTLY OR
INTRODUCE RECRUIT TO LESLIE IN GROUP TEXT/EMAIL

LESLIE PEARSON
BUSINESS DEVELOPMENT / RECRUITER
LESLIE.P@LIFESTYL.NET
859.797.4124



LIFESTUDIO

“BEHIND THE AGENT” STORIES

ADVICE FROM EXPERIENCE

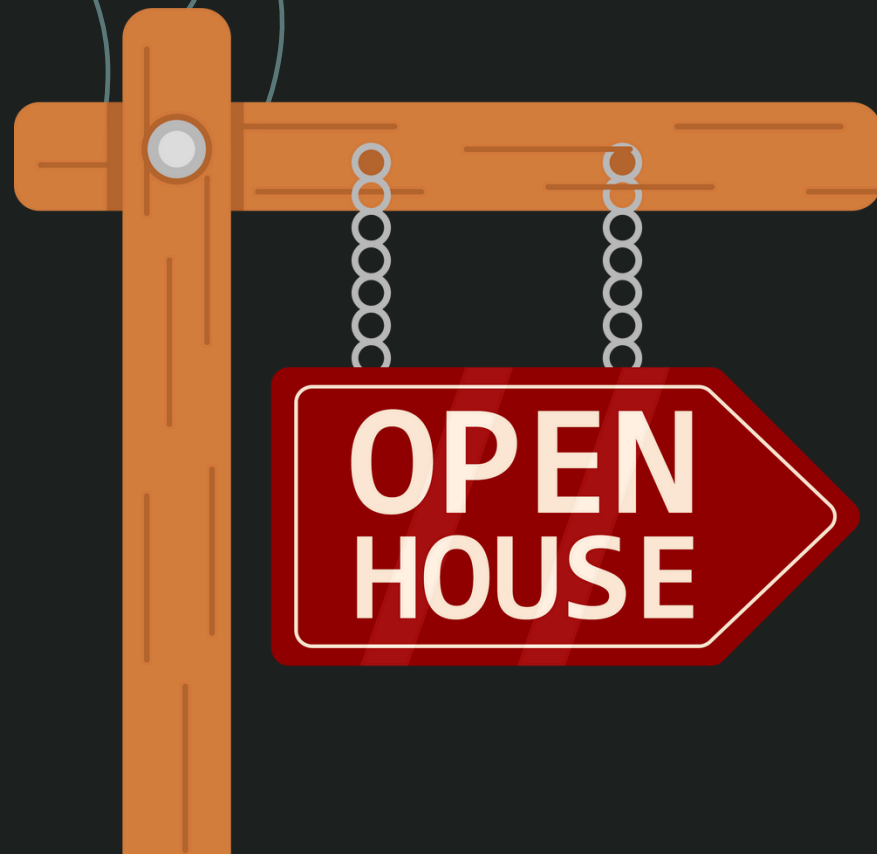
WHAT IS WORKING IN YOUR BUSINESS?

HOW AGENTS GOT INTO REAL ESTATE

CONTACT LESLIE PEARSON TO BE FEATURED

LESLIE.P@LIFESTYL.NET

**LIFESTYL
BALLOONS
AVAILABLE!**



OPEN HOUSE EXTRAVAGANZA

JUNE 30TH 1-4

**INCREASE EXPOSURE TO
LIFESTYL LISTINGS**

**OTHER IDEAS THAT WE
COULD HELP WITH?**

LIFESTYL SWAG & MARKETING

SWAG BAG FEEDBACK

PROMOTIONAL ITEMS FOR THE FUTURE?

CANVA TEMPLATE IDEAS?

SEND TO DYLAN.W@LIFESTYL.NET



SCAN TO ADD FUN PHOTOS FOR THE OFFICE

CLOSE YOUR FILE

REAL ESTATE VIRTUAL ASSISTANT

- PAY \$249 AT CLOSING
- DOCUMENT MANAGEMENT SERVICE ONLY \$149
- **GET YOUR FIRST TRANSACTION - FREE!**
- TESTIMONIALS



QUESTIONNAIRE

TAKE A MOMENT TO FILL OUT THE
5 QUESTIONS ON YOUR SHEET