



Affiliate Agreement

Mission Statement

Reach Estate Business Service Partnership is the educational support initiative of Reach Estate Team, brokered by eXp Realty, LLC.

Reach Estate affiliates are not required to join the Reach Estate Team. As an “affiliate”, the agent may exist on a separate team, or revenue share tree, or be a solo agent seeking community and relationship-based personal support.

Reach Estate supports agents through mentorship phases and beyond, providing tools and communication for smooth transactions, compliance, and business growth.

Reach Estate is a business service partnership supporting agents within leadership attraction organizations, or who are independent eXp agents, and/or team leaders.

Agents receive support in the way of comprehensive document counseling, eXp tool, and navigation assistance, training in implementing AI into your business, as well as connections with relevant industry alliances such as transaction coordinators, photographers, real estate lawyers, and more.

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Fees

- a. Mentorship Fees apply when in mentee status with Chad Hanna assigned as the mentor.
- b. Post Mentorship 10% of Gross Commission Income (GCI) for two transactions following mentorship, reducing to 5% GCI thereafter.
- c. Producing real estate agents with 5 or more transactions within the past 12 months will enter Reach Estate affiliation at a 5% GCI fee with no term agreement.
- d. Disclosure: Reach Estate fees are separate from the standard eXp Realty 80/20 agent split or any capping arrangements.

Fee Topic considerations

- a. Lead Referral fee of 30%, is excluded from affiliation fees
- b. 10% of rentals (not counted toward 3 transaction requirements).
When an agent is moved to the reduced 5% GCI feel from the residential sale requirement, a 5% GCI rental fee applies.
- c. \$150 flat fee for personal transactions.
- d. The agent is responsible for advising Reach Estate of their completion in an email. All transactions in executed contractual status prior to notifying Reach Estate Team leadership of affiliation termination will be subject to relevant fees.

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Skyslope

Agent agrees to notate the following within their transaction files in Skyslope.

Location: Skyslope Commissions tab, in the notes section.

10% fee agents

- a. 7.5% of GCI (Gross commission income) goes to Chad D. Hanna PA
- b. 2.5% of GCI goes to Todd Hanna.

5% fee agents

- a. 2.5% of GCI goes to Chad D. Hanna PA
- b. 2.5% of total commission goes to Todd Hanna.

Failure to notate Skyslope that results in non-payment will then be rectified as a post-closing correction.

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Agents receive support for documentation, compliance, and business growth.

- a. Todd Hanna, ARM, Agent Relationship Manager will assist you in your general Real Estate processes Todd.hanna@exprealty.com
- b. Rene Aguiar, Compliance Officer, in all contract compliance with NAR, each individual board, and eXp Realty, LLC. Rene.aguiar@exprealty.com
- c. Chad D. Hanna, PA, Operations Officer, Certified Mentor will provide navigation guidance within the Reach Estate Portal for business growth tools and practices, including AI implementation.
Chad.hanna@exprealty.com
- d. Contract Compliance to ensure FAR (Florida Association of Realtors) contractual paperwork is submitted properly.
- e. Complimentary Appfiles account when in documentation status for transparency during document creation and transaction due diligence.
- f. Referrals directly from the Reach Estate Team, fees described above in the Fees section.
- g. To confidently progress in business, an agent must know their contracts. [Complete sample contracts](#) to assure you are comfortable with the documents. Call Todd Hanna, ARM with questions or ask [Reach Estate Agent Support GPT](#)

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UPON SIGNING THIS AGREEMENT FOR OPTIMUM POTENTIAL
COMPLETE THE FOLLOWING CLASSES AND TRAINING WITHIN 60 DAYS.

Workplace is read only. Live engagement now on [Slack](#)

- a. Complete the mandatory [code of ethics course](#) required by NAR.
- b. Set-up Avatar in <https://exp.world/welcome>
- c. Complete agent orientation in the world.
[Broker State Rooms, Florida Auditorium](#), Tuesdays at 10:00 a.m.
- d. Attend one Florida State Broker meeting in the World.
[Broker State Rooms, Florida Auditorium](#), Tuesdays at 9:30 a.m.
- e. Take all [Fast Start classes](#) in eXp World.
- f. Skyslope training expcloud.com
- g. [CMA Classes](#)
Location: [eXp Workplace, Florida State Video and Training Channel](#), at your local board or online.
- h. [FAR/BAR AS-IS Contract](#)
- i. Location: [Workplace at the Florida State Video and Training Channel](#), at your local board or online.
- j. New licensees: Introduction to your MLS Classes at your board or online.
- k. IMAPP or Equivalent at your board or online.
- l. Ann Shahin's Agent Success Series.
Location: [Workplace on the Florida State Video and Training Channel](#).
Live in the [Florida Auditorium](#) third Friday of each month, 10:00 a.m.

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Termination

If Reach Estate determines agent is not following guidance therefore not producing, Reach Estate will advise agent by email. For those within the mentorship program assigned to Chad Hanna, agent will be requested to be reassigned to another mentor.

Should agent wish to terminate this agreement an email indicating this will be sent to teamservices@exprealty.net , chad.hanna@exprealty.com , rene.aguiar@exprealty.com and todd.hanna@exprealty.com .

Separation from team will begin immediately after funding and payment of executed transactions that agent has in place at the time of separation.

Agent understands that should agent separate from the Reach Estate Business Service Partnership prior to completion of their three transactions, they will be assigned back in the Mentor Program at eXp Realty, LLC.

Agent

Chad D Hanna PA, Reach Estate Lead

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