

Join

LISA B

REAL ESTATE TRAINER



exp[®]
REALTY

www.LisaB.com.au

JOIN THE A-TEAM EXP AND BUILD YOUR EMPIRE - AUSTRALIAN MODEL



YOUR own Business
YOU are the boss.
YOU are the brand.

eXp is the fastest-growing independent real estate brand in the world. Listed on the **NASDAQ** with close to 90,000 agents in 24 countries (as at 1st November 23). eXp provides all the systems, support and training for you to conduct your real estate business.

Who can Join

If you are fully licensed, you can join as a company or Sole Trader. With eXp you have the flexibility to have your own brand if you choose.

If you're not fully licensed? No problem – You can apply to join as a commission-only agent – Fair Work Act conditions apply.

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TRUST ACCOUNTING



eXp takes care of all your sales trust accounting for a small transaction fee on each sale at \$275 -

No audits.

No disbursements.

No headaches.

ADMIN SUPPORT REAL ESTATE BUSINESS IN A BOX

For a small monthly fee of \$218 eXp provides support with software, systems and training.



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75/25 COMMISSION SPLIT WITH A \$100,000 GCI ANNUAL CAP.

BREAKING

NEWS

Once you obtain \$100,000 GCI (gross commission income) you keep everything over \$100,000 every year. The most you ever pay eXp in commission is \$25,000 per anniversary year. The commission is capped at \$25,000 . Not including taxes etc.



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AND THERE ARE HUGE REFERRAL OPPORTUNITIES - ASK US!



BUILD A TEAM

If you love eXp then share your story with others, if those people join you at eXp, eXp will pay you a continual referral fee for the introduction and support of that person (as long as those agents are performing}. We love to help other agents obtain their goals in their real estate business. When you are part of our team, we will also help you to grow your team – When you have someone interested, we will help you to show them the model and explain how great it is.

*Totally optional.

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MARKETING COLLATORAL

Get your business ready with our eXp marketing platform. You have access to a whole suite of eXp marketing collateral.

AGENTS SHARE PROGRAM ICON

Receive equity in the company once certain qualifying requirements are attained. For those that are driven, there are substantial rewards on offer.

These rewards are offered every single year.

(eXp is listed on The New York Stock Exchange – EXPI)



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**THERE ARE FIVE
WAYS YOU CAN
BUILD YOUR
INCOME AND
ASSETS IN EXP**



**INSTEAD OF
WORKING IN A JOB
- BUILD YOUR
BUSINESS**

**\$25,000
MAXIMUM
COMMISSION
ANNUALLY**
DOES NOT INCLUDE TAXES ETC

TECHNOLOGY PLATFORMS

SUBSCRIPTIONS INCLUDED IN YOUR MONTHLY FEE

eXp Australia has partnered with many companies to provide you with all the systems and support you need to run your business.

A sample of the subscriptions that may be included in your monthly fee:

- Agent Box
- Realestate.com.au (EXP Branded)
- Domain.com.au (EXP Branded)
- CoreLogic/RP Data for Qld, SA, NSW, WA and VIC (Includes RP Proposal – online CMA)
- Agentbox CRM
- REAForms, Realworks / REIWA – legal forms/documents for each state (EXP Australia account – ask for more details)
- Rate My Agent
- Agent profile page listed on our eXp website
- Homepass
- Free property advertising portals (Homely, Domain, Onthehouse, Homesales, eXp website etc)
- eXp World
- Workplace Chat
- Securexchange
- AgentsLibrary.com Marketing suite. (Free for 12 months)
- Plus more

You can also add tech at your own cost.

We also have incredible leverage to obtain group discounts.

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*These subscriptions can change at any time - due to the focus on improving support and systems.



YOU ARE YOUR BRAND

**CHANGE
YOUR LOGO
CHANGE
YOUR LIFE**

KEEP YOUR IDENTITY

eXp supports an agent's decision to maintain their own brand 'powered by eXp'. There is no extra cost to eXp for this arrangement.

eXp has the choice of two logos, "eXp Realty" for independent contractors and a co-branded logo "Powered By eXp" that can be used alongside your own brand.

You can retain or design your own branded templates alongside the "Powered By eXp" logo (Independent Contractors/Sole Traders only).

For example Lisa B Real Estate Powered by eXp

Commission-only employees can leverage the "eXp Realty" logo and eXp marketing templates.

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FREEDOM

Work Anywhere

With a focus on technology, eXp Realty is changing the way agents and consumers work together.

eXp has taken collaboration to the next level through its one-of-a-kind cloud-based office environment.

Say goodbye to traditional real estate, no more office commutes and waiting for support, in eXp World agents have instant access to on demand support, training and collaboration.

If you would like to build a team within the company, you can! All without bricks and mortar boundaries or geographical constraints.



There are no KPI's

You are the boss

**If you would like to
make 2 sales a year or
200 sales a year –
It's your choice**

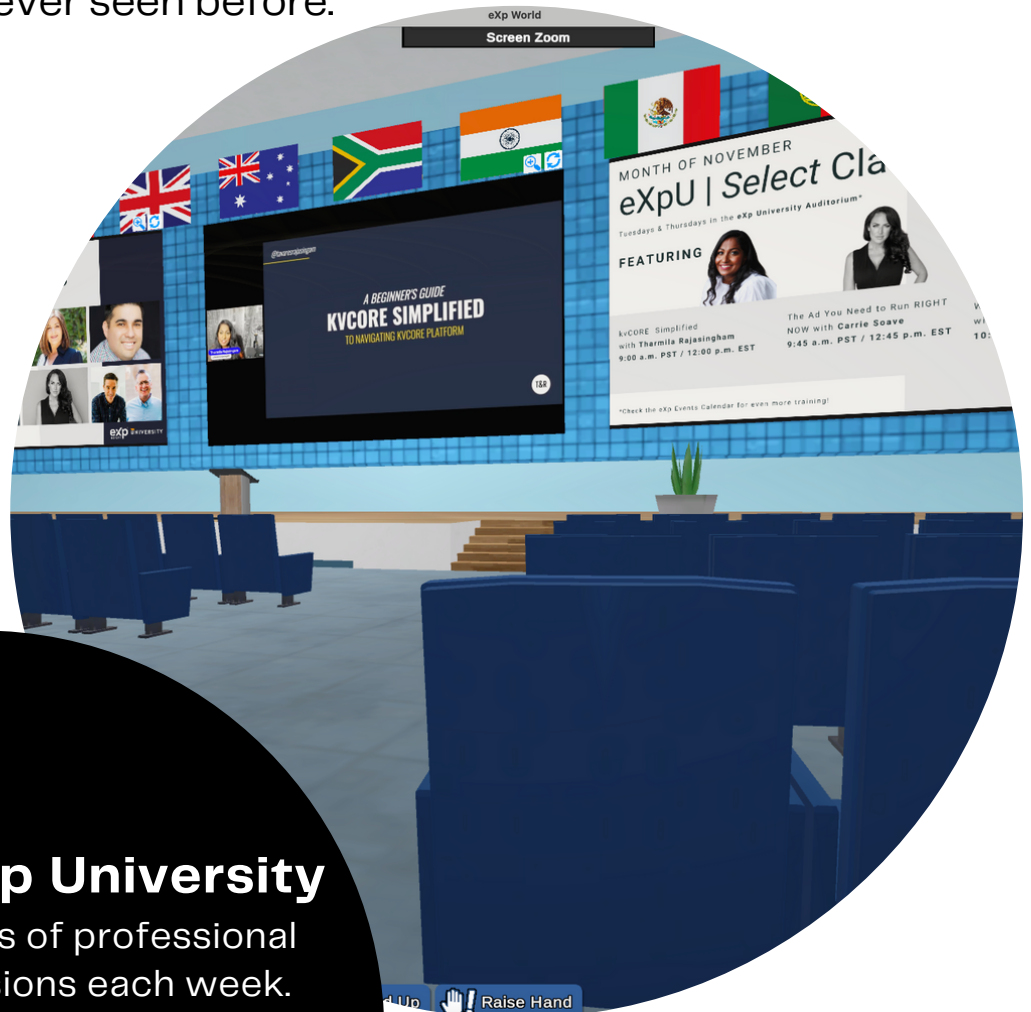


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“EXP WORLD” - VIRBELLA

Tech like you've never seen before.



Access to eXp University

eXp provides hours of professional development sessions each week.

eXp Self Help Room

Access business-ready guides and training

Virbela is a program owned by EXP World Holdings.

Virbela is part of the EXPI share offering. eXp world is part the metaverse and when you join eXp Australia you receive a passport to join eXp World. You can log in to our cloud campus at any time. eXp World allows the convenience of meeting other eXp colleagues or seeking support and assistance.

Let us know if you would like a guest pass to eXp world.

HIGH TECH - HIGH TOUCH

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Workplace

from FACEBOOK



REFERRALS COLLABORATE WITH YOUR PEERS

Workplace by Facebook

With Workplace by eXp you have approx 90,000 agents from around the world right in the palm of your hand.

Join the private eXp Australia Workplace group. Workplace (Built by Facebook) is an easy-to-use collaboration platform, a lot like Facebook, but built for the world of work.

This is where we share best practices, keep up on company news and events, share referrals and more. You can download Workplace on your computer and mobile device.

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90,000 agents
24 countries



EQUITY OPPORTUNITIES

Does Your Current Brand REWARD you Equity In The Business?

You can earn equity in eXp when you:

- Obtain your first sale
- Reach the CAP - \$100,000 GCI
- Obtain certain qualifying standards
- Introduce real estate agents into the company and they make their first sale.
- Become an ICON agent - obtain \$21,000 worth of shares
- Plus more

Not including taxes

Build Assets in eXp World Holdings

Where else can you obtain equity in a billion-dollar company for doing what you would do normally anyway? Every year that you are not in eXp you are losing the opportunity to potentially build assets.

eXp Australia is a subsidiary of
eXp World Holdings, Inc. (NASDAQ: EXPI).

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SIMPLE AND AFFORDABLE



Small monthly fees

Capped commission - Keep everything over \$100,000 GCI pa

No Territories

No lock in contracts

You keep your database

You are in control

FREEDOM!

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**When you join Lisa B
The Real Estate Club is yours FREE.
Secure at least 20 more listings every year.**



If you implement the Systems and Strategies in The Real Estate Club, you will have access to at least 20 more listings every year. Guaranteed!

There are many ways that we can specifically help you achieve your goals.
Let's have a chat to discuss.

Let's Talk About Real Estate

Once you see the eXp model You can't unsee it. You will forever be comparing where you are now, to where you could be. So you may as well start now.

We can't wait to celebrate your success.

When you join The A Team you are also added to the platform www.TheATeamExperts.com.au

There are also many strategies we can adopt to assist to elevate your profile, such as podcast opportunities etc

Partner with The A Team
When you join The A Team, you are part of the biggest team in eXp Australia. We have agents in New Zealand, India, South Africa, France, America and Canada.

We aim to help you grow –
We will be your business partners.

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BUILD YOUR OWN GLOBAL BUSINESS BUILD YOUR EMPIRE



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BUILD YOUR SALES DEPARTMENT

- The main focus



ACCESS TO REFERRAL PARTNERS

- Income Build a Rent Roll Asset without the headaches



BUILD A TEAM

- A Recurring Income Stream



BUILD A SHARE PORTFOLIO

- Assets

- Your Build your Sales Department - The main focus
- Build a Share Portfolio - Assets
- Build a Team - A Recurring Income Stream
- Access to Referral Partners - Income
- Build a Rent Roll Asset without the headaches

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WHAT IS THE A-TEAM EXP?

When you join eXp Realty, you are able to choose a mentor or people that you would love to work with.

You get to choose your team.!

The A-Team is the largest team in eXp Australia with proven track results in all facets of real estate.

The A-Team are an International team in 6 countries.

In addition to what you receive with eXp, The A-Team has **MANY** advantages.

Some of these -

Sales training

The power of experience

Business coaching

The power of numbers

The power of solid support

expTM Australia

These are just some of the opportunities that eXp can offer you. Globally!

Contact us today to apply to join our amazing established brand with forward-thinkers. Just like you!

In association with eXp Realty, we can help you unleash innovative ways to generate leads, help vendors cost effectively market their homes for sale and maximise the exposure of your listings through our ever-expanding network of eXp agents.

When you look to join eXp Australia, you can trust that you'll be supported throughout the entire process.

**Join Lisa B and you get all of us.
Your team.**

**Contact One Of Our Amazing
Agents In The A Team
for A No Obligation
Confidential Chat**

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Please rely on your own enquiries. There maybe errors or omissions.
eXp improves the offer constantly and things may change. www.TheATeamExperts.com.au

