Individual

STATEMENT OF COMMISSION SPLITS AND CAPPING POLICIES

When an agent joins Keller Williams Realty, the agent’s anniversary date is the first day of the month following the date the agent joins the market center (assuming they don’t have any closings the month they join).

Based on 70/30 split (agent favor) and $300,000 sales price

Sale Price $300,000

X 3%

Commission **$9,000**

Commission $9,000

\*Split (comp dollar) X .30

Amt to KWA **$2700**

Commission $9000

\*Royalty x .06

Amt to KWRI  **$540**

Total Commission $9000

* Split $2700
* Royalty $540

Agent Commission  **$5760**

\*The company dollar paid to Keller Williams Advantage is **capped** at $18,000 per year. The royalty paid to KWRI is **capped** at $3000. The most you will ever pay Keller Williams is $21,000/year.

**Once you fulfill the $18,000 and $3,000, you will receive 100% of your commission.**

PC

When an agent joins Keller Williams Realty, the agent’s anniversary date is the first day of the month following 90 days from the date the agent joins the market center. Any transactions closed within those 90 days will not have any company dollar taken out besides the royalty amount.

Based on 60/40 split (agent favor) and $300,000 sales price

Sale Price $300,000

X 3%

Commission **$9,000**

Commission $9,000

\*Split (comp dollar) X .40

Amt to KWA  **$3600**

Commission $9000

\*Royalty x .06

Amt to KWRI **$540**

Total Commission $9000

* Split $3600
* Royalty $540

Agent Commission **$4860**

\*The company dollar paid to Keller Williams Advantage is capped at $18,000 per year. The royalty paid to KWRI is capped at $3000. The most you will ever pay Keller Williams is $21,000/year.

**Once you fulfill the $18,000 and $3,000, you will receive 100% of your commission.**

Agents that utilize our business coaching program hit their cap level faster and typically cap quicker their 2nd year versus agents that don’t.