



# Build For Your Future With **eXp Commercial**

Talk to your sponsor or apply  
today at [expcommercial.com/join-exp](https://expcommercial.com/join-exp)



# eXp World Holdings, Inc.

Traded on NASDAQ as EXPI



## eXp Realty

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- ~ 90,000 agents
- 24 countries
- eXp Solutions

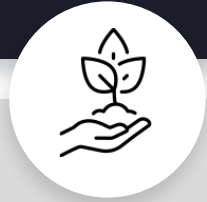


## eXp Commercial

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- ~ 800 agents
- Business advisory
- Corporate services
- Capital Markets & Finance

# One Brokerage, **Not a Franchise.**



## **GROW**

The place for entrepreneurs to grow personally and professionally with boundless opportunities.



## **OWN**

A company built for agents, where everyone is an owner of their own business, brand and the brokerage they help to build.



## **BUILD COMMUNITY**

A community of diverse experts that value collaboration, transparency and having fun.



## **INNOVATE**

A company obsessed with the future to improve the present, constantly defining new business models and tools.



## **FIND YOUR FREEDOM**

The financial model and the ability to choose where and when you do business to achieve your ultimate freedom.

**“The model is setup in a way that wins for the agents and the company”**

- Robert Creamer

# FREEDOM

The financial model and the ability to choose where and when you do business to achieve your ultimate freedom.

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“

I was able to bring my company over, **remain autonomous** brokered by eXp Commercial, and give my team all the **tools and benefits** they need to scale and **grow their business**.

”



**Pamela Junge**

Commercial Real Estate Broker  
eXp Commercial



**Earn more** with our competitive commission structure.

## COMMISSION & CAP

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**80/20** commission split  
**\$20,000** cap

After capping, earn **100% commission** for the remainder of the year.<sup>1</sup>

<sup>1</sup>\$250 capped transaction fee. Once capped transaction fees total \$5,000, the capped transaction fee is reduced to \$75.

## STANDARD COSTS<sup>2</sup>

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**\$250** start-up fee

**\$250/month** cloud brokerage fee

**\$250** transaction review fee<sup>3</sup>

**\$100** risk management fee<sup>4</sup>

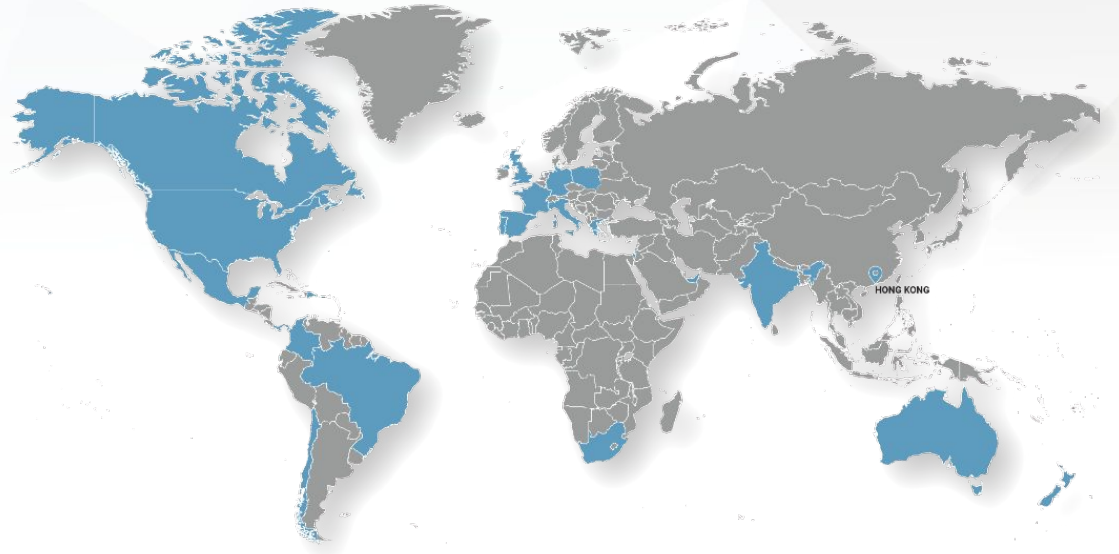
<sup>2</sup> U.S. compensation model.

<sup>3</sup> Per transaction.

<sup>4</sup> Per transaction and caps at \$1000.

# The **largest** independent brokerage **on the planet**

- ▶ One brokerage with 24 international markets providing excellent growth opportunities for agents.
- ▶ Engage and share best practices across the company.
- ▶ Build teams across borders.
- ▶ Host and participate in daily, live online gatherings.
- ▶ Benefit from a powerful referral network.



 CURRENT LOCATIONS

**exp**<sup>®</sup>  
COMMERCIAL



# Grow your production with industry-leading technology included in your tech package

## BUILDOUT

Buildout enhances your entire deal cycle by providing database, pipeline reporting, and back-office tools.

## REONOMY

Reonomy is the leading provider of commercial real estate insights, empowering top brokerages, financial institutions and commercial service providers with actionable data and solutions.

## BUSINESS BROKER CRM

Business Broker CRM is an all-in-one platform, designed specifically for business brokers, that provides integrated emails, listings manager, buyer portfolios, data rooms and more!

\*Discounted technology tool

## BREVITAS\*

Brevitas is your real estate marketplace and deal management platform, providing marketing efficiency, targeted engagement and collaborative deal management.

\*Discounted technology tool

## REALNEX\*

RealNex includes a CRM, investment and lease analysis engine, presentation builder, transaction management app and dynamic marketplace, all working together to drive transaction efficiency.

\*Discounted technology tool



# Learn from industry-leading experts with world-class **education** programs

## **eXp Commercial Academy**

The eXp Commercial Academy is a two-week exclusive training program for all eXp Commercial agents who have closed three or fewer transactions.

## **eXp Commercial Learning Center**

The eXp Commercial Learning Center is available exclusively for eXp agents – residential or commercial for a one-time fee of \$249. The online, on-demand training includes more than 30 hours of in-depth training from one of the most recognized coaches in the industry.

## **Mentor Program**

After agents graduate from the eXp Commercial Academy, they are paired with a seasoned mentor who will walk them through the deal-flow process and ensure they're ready to embark on a career of their own.

## **Product Specialty Committees**

eXp Commercial offers product specialty committees for more than 10 product types. These committees exist to foster focused collaboration and education among our new and seasoned agents.

Engaging in your **professional growth** through partnerships  
with industry leaders



**ICSC**

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**CCIM**

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**SIOR**

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**NMHC**

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**IREM**

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**IBBA**

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**MBA**

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**CREF**

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**NAR  
COMMERCIAL**

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**CREW**

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# Explore unique opportunities to earn **additional** income streams

## Equity Awards Through Incentive Program

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**\$200** of EXPI stock for  
first transaction closing

**\$400** of EXPI stock  
when agents cap

**\$400** of stock for directly  
attracting another agent  
after the agent closes  
their first transaction

## Agent Equity Commission Program

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Voluntarily enroll to  
receive 5% of commission  
in stock at a **10% discount**

~65% of agents and  
brokers participate  
in the program

## ICON Award

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Top agents receive up to  
**\$20,000** in stock upon  
the achievement of  
certain production and  
cultural goals within  
their anniversary year

# Earn **revenue share** for attracting new agents to eXp

	eXpansion Share % of AGCI	eXponential Share % of AGCI	FLQA Count Needed
TIER 1	///	3.5%	0 - 4
TIER 2	.2%	3.8%	5 - 9
TIER 3	.1%	2.4%	10 - 14
TIER 4	.1%	1.4%	15 - 19
TIER 5	.1%	0.9%	19 - 24
TIER 6	.5%	2.0%	25 - 39
TIER 7	.5%	4.5%	40+

eXp agents can sponsor agents to join the company

Earn a percentage of revenue – eXp pays the revenue share, not the agent – when your sponsored agents close a transaction. Earn revenue share until your sponsored agent reaches their annual commission cap.

AGC = Adjusted Gross Commission Income

FLQA = Front-Line Qualifying Agent





We're proud to offer **eXp Healthcare**, providing our U.S. agents and their families high-quality and affordable group health insurance

Save money, improve your provider network, and decrease your out-of-pocket costs, plus our concierge service is happy to help with all your scheduling needs.

Incredible coverage with low copays, mental health coverage and the ability to add on vision, dental, critical illness, and accident coverage

Affordable monthly premiums, limited out-of-pocket maximum, and \$0 deductible plans available

Many plans have an Open Network that allows for access to the best doctors in the country



#### Care Coordination service

Our team will work to help you find lower cost, high quality providers for labs, imaging, and major procedures.



#### Expanded PPO network

Plans are part of nationwide PPO networks so you can have broad access to providers.



#### Save money, each and every month

With a variety of healthcare solutions, we provide you with high-quality healthcare at an affordable rate



#### \$0 Telemedicine

Get healthcare from the comfort of your own home 24/7 with \$0 telemedicine visits.



#### Mental health care included

Mental health matters – that's why eXp Agent Healthcare is partnering with Talkspace. Included with all plans.



#### Low cost prescriptions

Our plans offer competitive prescription pricing, patient prescription programs to help with specialty medications, and some plans even have \$0 generics

# OWN

A company built for agents, where everyone is an owner of their own business, brand and the brokerage they help to build.

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“

It's all about **being who you are** but with the power of eXp behind you. The deal is just a small portion. I want to be an expert in all areas of commercial real estate and **eXp Commercial has allowed me to do that.**

”



**Britney Mroczkowski**

Commercial Real Estate Broker  
eXp Commercial

**exp**<sup>®</sup>  
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*Please note the information presented in this deck is subject to change at anytime.*

