

Munns Real Estate Co. Internal Agent Network

The Munns Agent Network is exclusive to Munns Real Estate Co. It is unique and allows agents to not only grow their personal business, but create a network that can provide a steady income and valuable support.

The Broker is at the head of the company and he is responsible for all agents and business of the company. The broker is the beginning of the network.

What is the agent network? It is a network that each agent creates by recruiting other agents to the company. Each agent has a degree of accountability for the agents they recruit and act as a first line of support and assistance. For this, they are compensated by their network as a percentage of the business it generates. *An example of an agent network is at the end.*

Munns Real Estate Co. is a professional organization with a strong commitment to provide excellent service to all. Though many agents are fully capable of handling all their clients' needs, they may not be able to meet a client or provide some necessary information. This is where your network comes in. You have all those in your network to assist you and they have an obligation to do so. This support helps Munns agents provide excellent service and timely results.

Agents are the most important aspect of our company. An agent's financial satisfaction and their professional success are paramount. We know having unsatisfied agents can be a disease resulting in poor performance, clients getting bad service, and the ultimate demise of a company. We want our agent's experience to be like no other.

If this unique business structure and earning potential isn't enough consider this. Unlike many of the big real estate companies we have no desk fees, no pushy sales managers, and none of the additional miscellaneous expenses. All there is to keep track of is your commission. That's it! All agents are guaranteed to get a minimum of 75% of the gross commission for the business they generate and a portion of the sales from your network.

After what you have read so far it is easy to see the benefit of Munns Real Estate Co.'s business model; simple commission splits, additional income, and unlimited support.

Read this hypothetical but realistic scenario and then consider its potential when recruiting 10 agents and they start recruiting. You'll be very surprised.

John, a Munns Real Estate agent, recruits his friend Fred. John has just created his network. John now gets 5% of Fred's net commissions. For this 5%, Fred can ask John any question and request John to assist in showing a house and writing a contract among other things. If John doesn't have the answer or the time then it falls back to the broker (Collin) because Collin recruited John. John continues to recruit agents and his network grows.

Now it is Fred's turn. Fred has recruited Mary. Mary is now in Fred's network and Fred has begun his network. For his assistance and support Fred gets 5% of Mary's net commissions.

Now Mary is in Fred's network and Fred is in John's network so Mary is in John's network as well. Mary's link to John is for support purposes only and all network compensation and company paid performance bonuses are determined by the Mary's immediate network, the agents she personally recruited.

If any agent were to leave the company, all the agents that that person brought in move to the person who recruited him/her.

That is it, the Agent Network. As you can see, there is unlimited earning potential and the ability to earn an income each month even if you were unable to make a sale. There is peace of mind knowing that your network is out there working hard. As a network leader it is to your advantage to keep up with everyone in your network and be there if they need your support. In reality, they are paying you to be there for them so you should.