



## **Commission Plans 2023**

---

### **Plan A – Transaction Fee**

\$70 per month (GAMLS optional at \$20/month – if chosen, all listings in FMLS must also be in GAMLS)  
\$325 per transaction  
No Cap  
Corporate Support Fee (CSF) included  
E&O billed separately

### **Plan B – 80/20 Split**

\$50 per month (GAMLS optional at \$20/month – if chosen, all listings in FMLS must also be in GAMLS)  
80/20 Commission Split (Agent retains 80%)  
\$6,000 Cap  
Corporate Support Fee (CSF) included until capped then \$25 per transaction until agent rollover anniversary  
E&O included

### **Plan C – 100% Commission**

\$475 per month (GAMLS optional at \$20/month – if chosen, all listings in FMLS must also be in GAMLS)  
100% Commission  
\$25 Corporate Support Fee (CSF) paid per transaction  
E&O included

### **Commercial Transactions – Includes Commercial Leases**

Monthly Fee Based on Chosen Plan Above  
92/8 Commission Split (Agent retains 92%)  
No Cap on Commercial Transactions  
\$25 Corporate Support Fee (CSF) paid per transaction  
See Additional Information Below

### **NEW LICENSEE / NOT PRACTICED in GA For 2+Years or 0 Closed Transactions**

**New Licensee:** Closed < 3 transactions since licensed or 0 Transactions in 5+ years  
60/40 Commission Split with Mentor on 1<sup>st</sup> three (3) transactions then MX1 fee from your 60% based on Plan  
**Not Practiced in GA:** Not practiced / 0 Transactions in 2-5 yrs, 90/10 split with Mentor for 1 Transaction  
(More Information in Mentor Agreement)

**All fees generated to Broker are subject to fees/splits above.**

**Explanation of "CAP"** – A Non-Guaranteed **Annual Cap of \$6,000** means that out of your portion of commission you pay the Brokerage, you never pay more than \$6,000 in an anniversary year. If you pay in less than \$6,000 to the Brokerage, you DO NOT pay the difference.

**Explanation of Corporate Support Fee (CSF)** –This **\$25 CSF** is paid on every transaction as outlined per plan for every agent involved if they receive a "check" and there is no cap on these Fees. There is a CSF on all Referral Transactions, Lease Co-Op Transactions and Mentor Fees. These fees go to M.O.R.E. Corp., which is the parent company and will be used for the betterment of the entire MAXIMUM ONE® network of companies.

**E&O Insurance** is billed separately for Plan A. There is a separate E&O payment selection sheet for how that is handled. Two MAXIMUM ONE® agents in one household only pay for one E&O policy coverage.

**FMLS Fees** - All successful Residential Sale Closings which are listed in FMLS or are supposed to be listed in FMLS (see below) are subject to an FMLS .12% fees which will be taken out of commission checks during disbursement. Per Maximum One's membership agreement with FMLS, if a purchase and sale agreement indicates that the Seller's Broker has a "Client" relationship with the Seller, the Seller's broker is a member of FMLS & the property is located in an FMLS Compulsory Area, Maximum One will collect an FMLS fee.

**BPO's & Home Warranty Compensation** - All fees generated to Broker are subject to splits above with exception of BPO's & any compensation from home warranty companies. These fees are disbursed to agents once per month in their entirety.



**Commission Plans 2023**

**Referral Fees & Lease Co-Op Fees** - Other than commercial transactions, for Transaction Fee plans, on Referral Fees or Lease Co-Op Fees that are charged and collected by the agent that are less than \$1,200, the split is 25/75 (agent retains 75%) with 25% going towards cap.

**Amount of Gross Commission** - Regardless of the gross commission, if there is a "closing" and/or a Closing Statement involved, the MX1 Fees must be paid in full regardless of the amount of gross commission.

**Waiving Commission &/or Agent-Owned Transactions** - With our fees amongst the lowest in the industry, there are no exemptions on transaction or Split fees for lowering or waiving your commission for any transactions including **agent-owned transactions** (regardless if you take a commission or not) or transactions where you charge or **take a lower commission including \$0.00 commission**. If you collect \$0.00 in commission on a transaction (your own or any other) your transaction fee is based your plan & if you are on a split plan, the fee/percentage is based on 3% of the sale price for a sale or half of one month's rent or the published co-op fee for a lease.

**MAXIMUM ONE® REALTY** companies are not a member of a Board of Realtors® therefore no board dues are payable. **MAXIMUM ONE® REALTOR®** companies are a member of Boards and dues are mandatory. Agent may only join a Board to which the Broker belongs.

**Definition of "TRANSACTION"** - A Transaction is defined as every time a check is written / funds are received by Broker and have to be disbursed to a licensee. This includes but is not limited to multiple payment commissions/leases, retainer fees, lease purchases, flat fee listings, transaction/administrative fees received from client, referrals, and residential and commercial payment of commissions. Retainer fees are payable at expiration/cancellation of Brokerage Agreement or when a deal is terminated or expires unless otherwise expressly provided for in writing and signed by the client.

**Additional Information for Commercial Transactions** - "Full time" Commercial Agent must belong to a Commercial Board of REALTORS® (and therefore must be in the REALTOR® company of their MAXIMUM ONE® Franchise) or hold a CCIM Designation. If Agent does not belong to a Commercial Board of REALTORS® and has closed fewer than three commercial transactions within the previous year, then agent is required to work with a "full-time" commercial agent. "Commercial Real Estate Transaction" includes but is not limited to a Transaction that is:

- Not residential
- Is written on a Commercial Contract
- Includes Commercial Exhibits / Addenda / Amendments
- Is on a property / land that is listed in Commercial site such as Loopnet, CoStar, and others
- Is on a property / land that is represented exclusively by a Commercial Real Estate Brokerage
- Is for multifamily of 5+ units (i.e. duplex, triplex, quadplex is typically considered "residential" real estate for financing and tax purposes)

**Switching Plans** - Agents may only change plans on their annual Anniversary Date with Maximum One. If an agent changes plans, for a period of 30 days, any commissions/fees paid will be paid at the previous plan; agent's monthly fees will begin according to the new plan on the next agent bill. Any changes in my Commission Split plan must be done in writing on this form.

I am a "New Licensee" (have closed fewer than 3 transactions since licensed) \_\_\_\_\_ YES or \_\_\_\_\_ NO

I have not practiced in Georgia (have closed 0 transactions) in past 2 years: \_\_\_\_\_ YES or \_\_\_\_\_ NO

I \_\_\_\_\_ hereby select Plan \_\_\_\_\_ as my Commission Plan with MAXIMUM ONE® Company.

\_\_\_\_\_  
Associate Signature

\_\_\_\_\_  
Date