

brokers



REALTY

Brokers > Agents
Elevating the Standard™



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HELLO!

When we started this brokerage, we sat around the office and brainstormed what we really desired in a perfect real estate company and came up with a few simple facts.

WE WANTED:

- Simplicity
- Accountability
- Prestige

The simplicity is easy to accomplish. Keep it simple. We aim to do that with a standard fee for every agent and a standard fee for every file. No splits, caps or special deals for “special agents”. You are all special. That is why you are here.

Regarding accountability, the brokerage brings the most innovative tools to the daily lives of our agents. By using a compliance system like BrokerMint for ADRE issues, our designer Tyler Braunschweig for professional marketing, coupled with top-notch management of the brokerage, and well known attorneys like Jesi Wolnik and Rick Mack, we provide a higher standard of accountability.

The prestige, however, comes from *you*. A brokerage does not earn a reputation without the agents and we promise never to forget that. We have set our standards high and will not waiver in that.

On behalf of all of us at Brokers Hub Realty, welcome! We look forward to building something amazing and truly Elevating the Standard™.

A handwritten signature in black ink, appearing to read 'N. Yale', written in a cursive style.

Nicholas Yale, Founder

WHAT IS BROKERS HUB REALTY?

We are a dedicated group of broker associate's and agents that love the industry. We want to define the standard because we feel the industry has not. Our trademarked logo of "Elevating the Standard"™ is not only our mantra, but our core value in everything we do.

WHY A HUB?

We feel that the Realtor is the HUB of any transaction. Sometimes you are a family counselor, other times a financial advisor, a master negotiator or a window cleaner! You have connections to lenders, title companies, repair service providers and more. You truly are the HUB in the wheelhouse. So HUB was a natural name for our company. Adding BROKERS to it fit the culture of the type of Realtor we wanted to attract. Together, BROKERS HUB REALTY can become a household name that is synonymous with quality. That is where you come in!

WHAT DO I "GET" IF I JOIN?

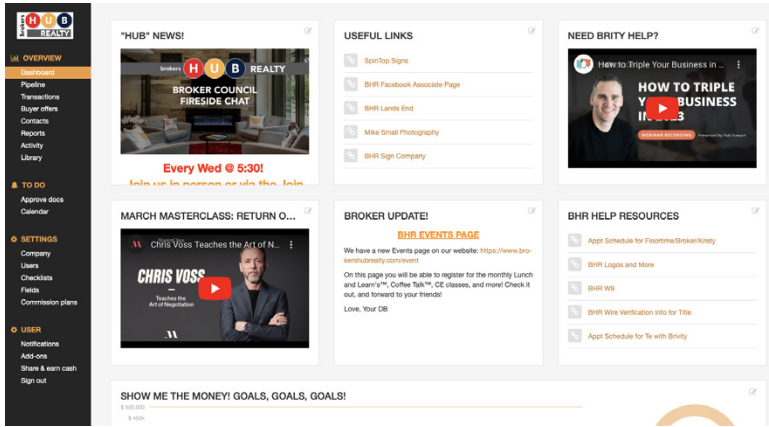
Let's start that conversation with stating that we are a different type of company. We are not going to woo you with free signs, 3 months of no fees, crappy free business cards. In fact, we do not give you any of that. We believe that the role of the brokerage is to only acquire likeminded agents to create a firm where every agent is known to be a top notch agent, bar none. That in itself, while seemingly intangible, is anything but. When you work for a company that has a reputation of this caliber, not only do you walk taller, but other agents and consumers take note.

What we *do* provide is a brokerage where we want you to run your own business and we are in the background to support you with the required ADRE stuff. We use BrokerMint, an online platform for uploading your contracts easily for designated broker review. We have one of the best E&O policies money can buy including wire fraud protection and are one of the few brokerages in town to offer this. Our attorney is one of the best in the business, in fact, he was part author of the purchase contract, so you know you are protected the best way we know how. Our designated broker is a stickler for paperwork, assuring you are Elevating the Standard in your files so you can focus on doing what you do best: helping people buy and sell real estate.

WHAT ARE THE PERKS OF BEING WITH BROKERS HUB REALTY?

The term "culture" is so overused, and we get that. However, our culture IS different, so it is worth mentioning. Having a brokerage of peers brings an interesting flair to what we do. One of our best features is what we call the "Broker Council Fireside Chat". It is held every Wednesday at 5:30 p.m. at our Portland on the Park office right in front of the fireplace. We open a few bottles of wine and pick a topic of the day. We've fostered some amazing collaboration discussions, speakers and training. THIS is the culture we are trying to build, one of unity and knowledge. We provide a lead generating website for you, complete with a CRM, transaction management system and more. We have collaborations with photographers, sign companies, promotional items and more.

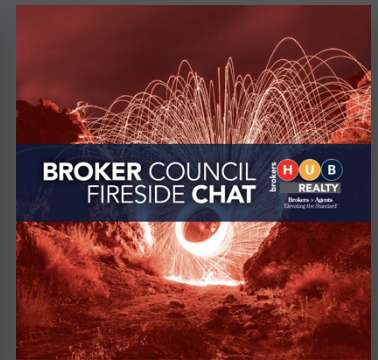
THE PERKS OF BEING A MEMBER:



BROKER MINT

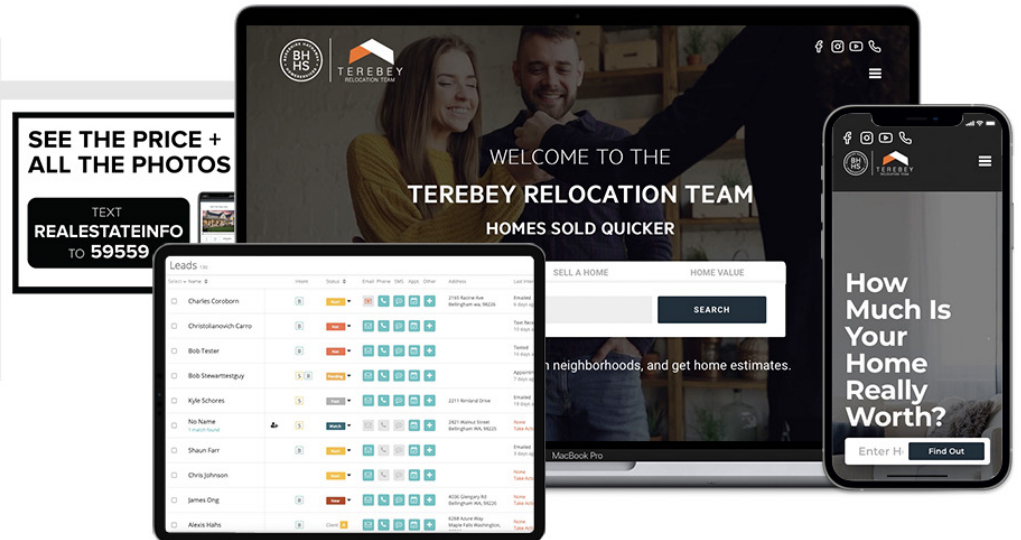
BrokerMint is the technology platform of our brokerage. Upload all of your documents, sign contracts digitally, manage your files, your goals and keep track of your business! You will LOVE this system! We do!

Weekly events:



Website, Lead Generation, Transaction Management, Search App, and Marketing Tools Built into the Most Powerful CRM in Real Estate

- ✓ Lead Generating Agent Website
- ✓ Full CRM Database Management
- ✓ Transaction Management
- ✓ Marketing of flyers/postcards/single use websites/texting and auto emails



schweig DESIGNS

Brokers are busy! You are professionals and want anything your office produces to look as good as you. Enter **Schweig Designs**. I have worked with Tyler for many years and he loves making our agents shine. All Brokers Hub design and marketing is managed by him. He offers design services and general tech help from print needs, websites, marketing and more. He can build your brand or work with your existing brand if you have one. He is happy to come into the office whenever you need his help - I.T. problems included!



We have partnered with **ARC Sign Company** to give your signs a true professional, customizable look. We have a website just for us, dedicated to build out the perfect lawn sign, open house signs, riders and more. You can add your photo, logo and more.



SpinTopSigns offers eye catching real estate signage with a spinning cylindrical top to display images of the home for sale. Not only is this a "new better mousetrap", but your clients will rave about it. These signs not only spin, they light up at night with a solar panel! SpinTopSigns will even swap out the top with a new custom SOLD spinner once you go pending! We have negotiated a Brokers Hub special pricing for this as well!



Corporate Discounts: We have established business to business connections with multiple companies to offer you or your clients amazing discounts to help your life run easier. Need professional photos and 3D tours? Got it! How about staging, restaurant discounts or hotel rooms at corporate rates? Yep. Maybe you need (ok, want!) some customized team polos or bags, we have a storefront with Land's End to give you what you desire. This list is always expanding and we are pleased to pass along the benefits.



WHAT ARE THE FEES?

FEE SCHEDULE EFFECTIVE JAN 1, 2023



\$0 Per month
Brokers: \$495 Per file
\$150 for Leases
Agents: \$695 Per file
\$150 for Leases



\$295 Per month
\$295 Per file, with an annual
cap of 35 files



\$10,000 annual flat fee, no
transaction fees for the first
75 files, \$75 per thereafter

TRANSACTION SERVICES WITH A LICENSED ASSISTANT

Yep, we offer these services! We have a fully licensed Realtor team working in the office as a full time transaction coordinator "company". With decades of experience and contract knowledge your file will be in the best of hands. The service includes everything from file uploading to scheduling inspections, lender and title follow up and well as coordinating items with your clients. We use our CRM and Dropbox to connect with you so you can rest assured your files are being handled safely and professionally. It is like having your own full time assistant. Rates vary based on type of file, but give it a try, you will LOVE it. We promise.

NITTY GRITTY:

Plan H is the only plan available to sales agents. Plan U & B are reserved for associate brokers. We have an "idle agent fee" of \$100 per month for an agent who does not close a sale transaction (or 3 leases) the prior 30 days. Simply: Do a deal or pay the idle agent fee. Every month. At the end of the year, if you did close 12 sales transactions, we will rebate this fee to you. All "per file" is per side. If you represent both sides, you will pay on both sides of file. All fees include E&O insurance, commercial transactions will have an additional \$100 fee. Agent is able to switch plan on annual anniversary date with 30 day notice. We also direct deposit your commission into up to 3 accounts to help you better financial plan.

SATELLITE OFFICES:

Brokers Hub Realty encourages growth! We offer agents the ability to open a "brick and mortar" office (subject to site approval and other conditions). The owner of the satellite assumes all costs associated with the office. Fees that are collected by the brokerage for agents from the satellite are revenue shared with the satellite owner. For more information, please reach out to us!

MEET A FEW OF OUR AGENTS:



BRAD BRAUER

There are many things I enjoy about hanging my license at Broker's Hub Realty. Starting with the high quality of Brokers I'm associated with. The knowledge of these agents/brokers and their willingness to share. Within just five or six brokers, I can count close to 100 years in the business - these are absolute professionals. I'm lucky to be associated with this caliber of Realtors.

SHERRY RAMPY

I can not say enough about how happy I am to be at Brokers Hub Realty. In my nearly 25 year career, I've never experienced a brokerage with the culture of mutual respect, REAL education for seasoned professionals, and shared expertise.



JENNIE RICHAU

When you look at the many resources provided by BHR, it is clear that our brokerage fees are reinvested back into tools and education programs which allow each of us to elevate our services and offerings. As a small, independent business, we highly value supporting other local businesses, community events and organizations that help the neighborhoods where we live, work and play continue to thrive. Our office has a strong sense of camaraderie, collaboration and willingness to help each other.

SETH McMANUS

What initially attracted me to BHR was the ability to work in what feels like a collaborative team environment while building my business as an independent agent. After two years here, I have found that to not only be true but a core belief throughout the brokerage. The amount of value I have gained from making the switch to BHR has made a dramatic difference in both my personal and professional life and allowed me to build my business faster and at a higher level that I even expected when I joined.



JENN JENKINS

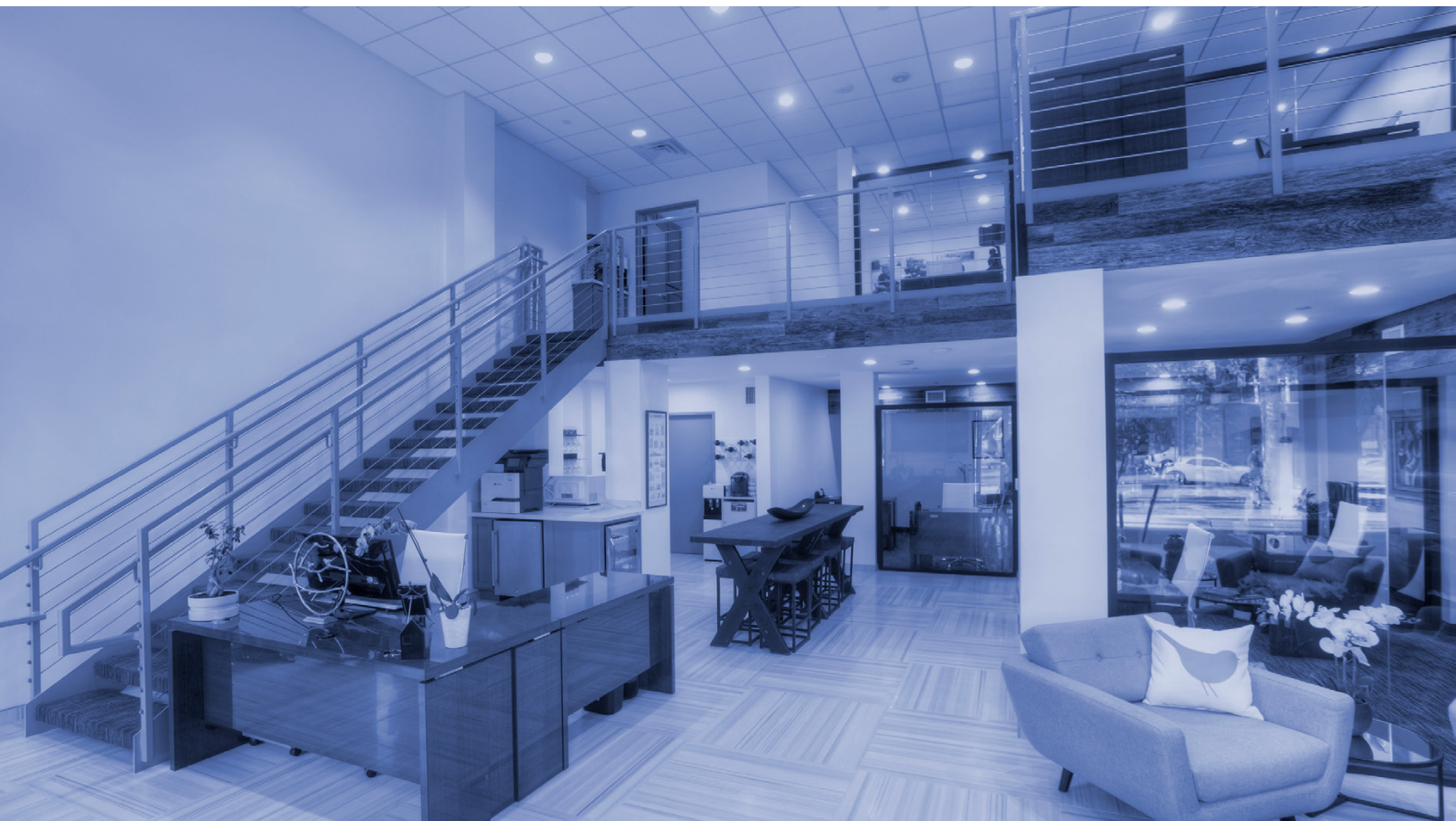
Brokers HUB Realty was a natural choice for me as I was looking for a brokerage that created a culture that is about supporting the agent. We want real estate to be viewed as a business that is focused on serving the consumer and elevating the standard in the community. Becoming a Co Founder at Brokers HUB Realty was the best decision I made!



Oh, and a few last parting shots!

Here is what you really need to know. Pay attention brokers, this stuff matters.

- We also require more CE education. ADRE requires 24 hours every 2 years, we require 36. Before you roll your eyes, we offer an in-house meeting monthly with AWESOME instructors and we have dinner and fine wine. Yes, really. Call it bribery, but we believe that learning in person is much better than online and who doesn't like wine? Of course, there is no charge for this!
- We offer direct deposit on your commissions. We instruct title to wire the funds to us just like they do for your sellers and once your file is approved we deposit the commission right into your account! We even will break up the amounts so you can keep some in a secret saving account to help save for unexpected expenditures, such as taxes!
- Can't work from home? No problem. Desk space is available at select offices and fees vary. Please inquire with the satellite office owner for more information.
- Collaboration is big with BHR! We have a monthly "Lunch and Learn" meeting where we bring in speakers to help nurture your spirit and business. "Coffee Talk" is a monthly gathering where best business practices are shared/role played and shared. "Fireside Chat" is weekly on Wednesday nights and that can range from a full on Realtor bitch fest to empowering guest speakers. (It's our fave event of the week and will be yours too!) None of this is mandatory, but if you are looking to better yourself and your business, why not do it with your true peers?



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