

Corus Home Realty is pleased to announce our Associate Program. This innovative program offers area real estate agents with an extremely flexible compensation model. It is designed to accommodate the varying goals of today's licensed real estate agents, to provide them with a wide variety of income streams, and to provide them with the strong support infrastructure already in place at Corus Home Realty.

Corus Associates can earn income through generating referrals, completing transactions, recruiting new Associates, and/or performing hourly work. As an Associate, you have the flexibility to choose those elements of the program that are important to you. You can generate and complete your own transactions, work on a part time hourly basis, or simply earn income through generating referrals.

Unlike many firms where agents are largely on their own, Corus' local teams provide Associates with substantial support. Service and Field Specialists handle calls, provide scheduling support, monitor transaction progress, and coordinate closings. Branch Managers and Brokers are available to assist in high level negotiations or to intervene in problematic transactions.

Corus also has the ability to generate substantial business for its Associates. Through its institutional partners, Corus generates substantial transaction flow, and can send clients to Corus Associates interested in handling company-generated clients. Associates also have the opportunity to perform hourly work on Corus transactions being handled by local teams.

Even if you have retired from the business, you can earn substantial income as a Corus Associate. We provide very generous referral fees on transactions you generate. And by helping us recruit other Associates, you can earn substantial recurring bonuses based on income they generate. Indeed, you can earn excellent income through minimal time and effort.

If they wish, Corus Associates also have the opportunity to interview for salaried employee positions on Corus teams, as such positions become available. You earn full benefits including health and disability insurance, and paid vacation. Plus, it's an excellent way to advance your career.

For further information about the Associate Program, contact Bob Clark at [bob@corushome.com](mailto:bob@corushome.com) for positions in DC/MD/VA and Kathy Davila at [kathy.davila@corushome.com](mailto:kathy.davila@corushome.com) for positions in the Philadelphia area.

# Corus Associates

## Earn Income

# Six Ways

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Corus Associates can benefit from a variety of income streams. The flexibility is yours: Focus on just one, or pursue them all!

### Referral Income

- Corus pays you on clients that you refer to Corus. A local Corus team completes the transaction.
- You receive 30% of commission received by Corus Home Realty.
- To count, referrals must NOT be subject to any other type of referral fee.

### Transaction Income

- Corus generates clients and sends them to you. You complete the transaction.
- You receive 35% of the commission received by Corus Home Realty.
- You're backed by the full support of local Corus teams (Service Specialists, Branch Manager, etc.)
- Use our Hour Bank to get extra support on transactions.

### Combined Referral + Transaction Income

- Corus pays you on transactions you generate AND complete.
- You receive 65% of the commission received by Corus Home Realty.
- You're backed by the full support of local Corus teams (Service Specialists, Branch Manager, etc.)
- Use our Hour Bank to get extra support on transactions.

### Volume Bonus

- You receive a bonus on the dollar volume of business you refer beyond \$5 million that closes during the calendar year.
- You receive 5% of the commission received by Corus Home Realty.
- Transactions generated by Corus do not apply to the total and are not eligible for the bonus.

### Associate Recruitment Bonus

- Corus pays you 5% of commissions received by Corus Home Realty on Referral Income generated by Associates you have recruited.
- Paid as long as BOTH you and the recruit remain Corus Associates.
- You have the potential to receive substantial income with NO EFFORT on your part.

### Hourly Income

- Receive hourly income for work on Corus transactions not assigned to you.
- Entirely optional. Just let us know if and when you're available.
- Hourly rates vary.

*Terms and conditions apply. Corus Associate program terms may be changed without notice.*

# How can the Corus Associate Program Benefit You?



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The Corus Associate Program provides you with a variety of benefits that are hard to find at other firms, including solid income, excellent flexibility, and a strong support structure.

## Generous income potential.

- Unmatched referral fees.
- Substantial additional income sources.

## Complete flexibility. Focus on those elements of the business that are most appealing to you.

- Referrals / lead generation.
- Recruiting other Associates.
- Conducting transactions.

## Strong support system.

- Service Specialists, Field Specialists, and Branch Managers assist on your transactions.
- Need extra help with clients? Use the Hour Bank to get assistance on client outings, contract writing, etc.
- A Corus team backs you up. You're never on your own.
- Corus provides email and phone number, with forwarding.
- Enables Associates of varying experience levels to offer clients top notch representation and expertise.
- Corus can assist you in marketing to your personal contacts.

## Career growth opportunities.

- Potential for joining Corus as a salaried full-time employee.
- Our Associates program is a great way to get started in real estate.

## Low expenses

- You pay for licensing, training, Realtor association dues, lockbox key, and out-of-pocket advertising expenses for listings.
- Corus pays for E&O Insurance, signage, lockboxes, and business cards.