



## New Agent Start Up Costs

Pre-license 60 hours	\$295.00- Online	
State license test	\$138.25	
License with Windermere	\$146.25 – Every 2 years	
Practices (30 Clock Hrs)	\$300.00}	
Pro Start (Optional)	\$200.00}	
Realtor dues-annual	\$480.00	
<b>Total:</b>	<b>\$1,559.50</b>	<b>\$1,559.50</b>

<b>1st 7 Transactions 4/1-3/31</b>	\$150.00	<b>\$150.00</b>
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### Monthly Fees

Broker Expense Adjustment	\$75.00	
Error and Omissions Insurance	\$25.00	
Business and Occupation Tax	\$2.00	
Labor & Industry (Workman's Comp)	\$8.26	
Mount Baker Cares Fund (voluntary)	\$10.00	
NWMLS*	\$30.00	
<b>Total:</b>	<b>\$150.26</b>	<b>\$150.26</b>

### Windermere Signs

A-Board (6)	\$270.00	
Personalized Yard Arms (5)	\$250.00	
Personalized Sold Strips (12)	\$120.00	
<b>Total:</b>	<b>\$640.00</b>	<b>\$640.00</b>

### Windermere Cards

Business Cards (500ct)		
Non-photo	\$34.00	
Photo	\$43.00	
<b>Total</b>	<b>\$77.00</b>	<b>\$77.00</b>

### NWMLS\*

Key Safe \$100.00/each	\$100.00	<b>\$100.00</b>
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**Grand Total: \$2,676.76**

You are responsible for quarterly payments of Federal Income,  
Social Security and Medical Taxes.

Consult an accountant for additional information.

\*Billed semi-annual @180.00 and paid directly to the NWMLS.



**Expectations...New Agents**  
**What we expect from you:**

**A commitment of Time**

- Pro-Start
  - Weekly Sales Meetings
  - Weekly New Agent Classes (A&E)
  - Weekly one-on-one with Manager
  - Support of Professional and Windermere activities
- Always being prepared

**A Commitment Of Funds**

- Foundation Donation
  - Appropriate/ approved Signage & printed materials
- Appropriate dress & car maintenance

**What You can Expect from Us:**

- Support from fellow agents on:
    - Previewing
    - Cooperation in Sales
    - Sharing information and helpfulness
  - A Broker always available to you
  - In house education
  - Staff and technical support
  - Access to a variety of sources
- An equitable commission schedule

**What we expect from each other:**

- A commitment of consistence goodwill and helpfulness
- A commitment to always go the extra mile

**YOUR SUCCESS IS OUR SUCCESS**  
**OUR SUCCESS IS YOUR SUCCESS**

## Sample Transaction

**Sale Price** **\$390,00**

6% commission = \$23,400

One side listing (3%) or selling (3%) = \$11,700

Expenses that are deducted from the gross commission:

State Business & Occupation Tax (B & O) .015	\$175.50
Seattle Business and Occupation Tax	\$ 48.55
Errors and Omissions Insurance	\$ 30.00
Windermere Foundation	\$ 7.50
1st seven (7) transaction April 1st-March 31	<u>\$150.00</u>
	<b>\$411.55</b>

\$11,700 (gross) - \$411.55 (deductions) = \$11,288.45 (net)

\$11,288.45 (net) is divided with Windermere Real Estate Recives \$26,500 in company dollars.

Commission to Agent = \$5,644.23    Commission to Company = \$5,644.23

You will reach your incentive level once Windermere Real Estate recives \$26.500 In company dollar.

To reach incentive (26,500) in a calendar of fiscal year you'll need appreoximately 5 transactions.

\$5,644.23 X 5 transactions = \$28,21.15

Eample:

5 Transactions @ 50/50 (5,644 X 5) =	approximately	\$28,221
5 transactions at 100 % (\$11,700 X 5) =	approximately	\$58,500
10 transactions transaction a year is =	approximately	\$86,721 gross income