**SOP - The TEAM Advantage!** 

Why be an agent on a Team versus on your own? After all, you are giving up commissions to the Team aren’t you?

* No one keeps 100% of their commission, there are always expenses that have to be considered – advertising, signs up, transaction fees, company splits, etc.
* Initially most agents are on a company split and still pay their own expenses on top of that.
* Yes, you will make more per transaction once you reach your threshold on your own, but will you be able to make the volume, even with an excessive marketing budget? We’re getting our volume from the Team, and we get a lot more sign calls, customer calls, referrals and leads as a Team.
* A higher volume of transactions means a much steadier business, and the bottom line is how much you can take home in a year. The Team offers more opportunity for higher volume and steadier closings.
* You are always covered even while out for vacations, sick, family concerns, etc.
* You have great admin support when needed due to overload!
* We can strategize and offer added value to each other.
* We can sell the Team’s statistics instead of our own smaller numbers.
* We have a lot more experience and knowledge as a Team than individuals.
* Some aren’t good enough agents to be invited to join a Team!
* And a good Team makes work more fun!