**Key Points – For Brokers/Mangers**  A picture containing drawing

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* **What is it?** 
  + A unique business model that reaches out to Retiring Agents offering continued income
  + Retaining Company Dollars
* **Success Record**
* Our Stats:
  + Over $100M additional sales kept with LRC; Over 400 transactions and fees!
  + Over $750K commissions paid to our Referral Agents at 25%!
* Our Top Referral Agent: 9 years running:
  + Over $500K personal gross income
  + Had an offer for only $14K for her business!
* Often, Referral Agents’ first year with us are significantly higher sales than their previous year on their own due to synergy, excitement and marketing
* **Currently**
  + In 7 Long Realty Offices (Foothills, Oro Valley, Tanque Verde, Central, Golder Ranch, Sierra Vista, Green Valley)
  + Expanding now to Phoenix and the nation
  + We work with managers to select the right Team Lead
  + One team per office
* **Offering**
  + Proven strategies – 9+ years!
  + Coaching and mentoring for Team Leads
  + Manual and forms, procedures and presentations
  + Infrastructure and training to handle the expanded volume
  + Monthly Stepping Up! Innovation Group (coaching) – great synergies!
* **Perfect solution**
  + Keep Brokerage revenue
  + Keep retiring agents active
  + Keep their sphere active
  + Keep their clients with your Brokerage