**Key Points – For Brokers/Mangers**  

* **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