

brokers



**REALTY**

**Brokers > Agents**  
Elevating the Standard™

**HUB**  
**REALTY**  
Brokers > Agents  
Elevating the Standard

**WEBSITE**

[BrokersHubRealty.com](http://BrokersHubRealty.com)

**PHONE**

(602) 291-3015

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[Info@BrokersHubRealty.com](mailto:Info@BrokersHubRealty.com)



## HELLO!

When we started this brokerage, we sat around the office and brainstormed what we really desired in a perfect real estate company and came up with a few simple facts.

### WE WANTED:

- Simplicity
- Accountability
- Prestige

The simplicity is easy to accomplish. Keep it simple. We aim to do that with a standard fee for every agent and a standard fee for every file. No splits, caps or special deals for "special agents". You are all special. That is why you are here.

Regarding accountability, the brokerage brings the most innovative tools to the daily lives of our agents. By using a compliance system like BrokerMint for ADRE issues, a PR firm such as The Felice Agency for professional marketing, coupled with top-notch management of the brokerage, we provide a higher standard of accountability.

The prestige, however, comes from *you*. A brokerage does not earn a reputation without the agents and we promise never to forget that. We have set our standards high and will not waiver in that.

On behalf of all of us at Brokers Hub Realty, welcome! We look forward to building something amazing and truly Elevating the Standard™.

## WHAT IS BROKERS HUB REALTY?

We are a dedicated group of broker associate agents that love the industry. We want to define the standard because we feel the industry has not. Our trademarked logo of "Elevating the Standard"™ is not only our mantra, but our core value in everything we do.

## WHY A HUB?

We feel that the Realtor is the HUB of any transaction. Sometimes you are a family counselor, other times a financial advisor, a master negotiator or a window cleaner! You have connections to lenders, title companies, repair service providers and more. You truly are the HUB in the wheelhouse. So HUB was a natural name for our company. Adding BROKERS to it fit the culture of the type of Realtor we wanted to attract. Together, BROKERS HUB REALTY can become a household name that is synonymous with quality. That is where you come in!

## WHAT DO I "GET" IF I JOIN?

Let's start that conversation with stating that we are a different type of company. We are not going to woo you with free signs, 3 months of no fees, crappy free business cards or template websites. In fact, we do not give you any of that. We believe that the role of the brokerage is to only acquire likeminded agents to create a firm where every agent is known to be a top notch agent, bar none. That in itself, while seemingly intangible, is anything but. When you work for a company that has a reputation of this caliber, not only do you walk taller, but other agents and consumers take note.

What we *do* provide is a brokerage where we want you to run your own business and we are in the background to support you with the required ADRE stuff. We use BrokerMint, an online platform for uploading your contracts easily for designated broker review. We have one of the best E&O policies money can buy including wire fraud protection and are one of the few brokerages in town to offer this. Our attorney is one of the best in the business, in fact, he was part author of the purchase contract, so you know you are protected the best way we know how. Our designated broker is a stickler for paperwork, assuring you are Elevating the Standard in your files so you can focus on doing what you do best: helping people buy and sell real estate.

## WHAT ARE THE PERKS OF BEING WITH BROKERS HUB REALTY?

We provide a host of items that can help you run your business smoothly. We feature negotiated discounts with our favorite media PR firm, and they can help you create a website, a postcard campaign, professional business cards, etc. We have discounted agreements with professional photographers, a clothing company, a staging company and many more. We hold monthly meetings with motivational and educational speakers and give our agents a chance to socialize and tout their listings. One of our best features is what we call the "Broker Council Fireside Chat". It is held every Wednesday at 5:30 p.m. at our Portland on the Park office right in front of the fireplace. We open a few bottles of wine and pick a topic of the day. We've fostered some amazing collaboration discussions, speakers and training. THIS is the culture we are trying to build, one of unity and knowledge.

# THE PERKS OF BEING A MEMBER:

**BROKER MINT**

**BrokerMint** is the technology platform of our brokerage. Upload all of your documents, sign contracts digitally, manage your files, your goals and keep track of your business! You will LOVE this system! We do!

**THE FELICE AGENCY**

Brokers are busy! You are professionals and want anything your office produces to look as good as you. Enter **The Felice Agency**. Their firm is the brainchild behind our logo and marketing and they want you to shine. As a new agent they will sit with you one on one and create a VistaPrint account and help design for you a custom marketing package to get you going including editable flyers, postcards, business cards and letterhead that fits your brand. They have a satellite office in our office so they are here to help you be you!

**ARC**

We have partnered with **ARC Sign Company** to give your signs a true professional, customizable look. We have a website just for us, dedicated to build out the perfect lawn sign, open house signs, riders and more. You can add your photo, logo and more.

**MIKE SMALL PHOTOGRAPHY**

**Corporate Discounts:** We have established business to business connections with multiple companies to offer you or your clients amazing discounts to help your life run easier. Need professional photos and 3D tours? Got it! How about staging, restaurant discounts or hotel rooms at corporate rates? Yep. Maybe you need (ok, want!) some customized team polos or bags, we have a storefront with Land's End to give you what you desire. This list is always expanding and we are pleased to pass along the benefits.

**FOUND:RE PHOENIX**

**LANDS' END**

**Savvy STAGING AZ**

**zip.com**

**brokers HUB REALTY**

Most importantly is what we offer each other. We push each other to be better. Try harder. Reach further. We have weekly **"Broker Council Fireside Chats"** where we open a bottle of wine and pick a topic and hash it out. One week it was on building a better listing presentation, another week was on BINSR negotiations. How can this help you? We also have monthly office meetings with speakers that can really inspire you or teach you or quite frankly, entertain you. You are not just a number here, you are a Broker Associate and we celebrate that!



### LINDSAY ERICKSON

I joined the company from a high split company. The fee structure at BHR allows me to spend the money I was giving my old brokerage on MY business. Couple that with the tools the company has and I am one happy camper.

### SHERRY RAMPY

I can not say enough about how happy I am to be at Brokers Hub Realty. In my nearly 25 year career, I've never experienced a brokerage with the culture of mutual respect, REAL education for seasoned professionals, and shared expertise.



### POLLY MITCHELL

The culture and business structure at Brokers Hub was exactly what I was looking for. A culture that supports, encourages, drives, helps, listens and on the cutting edge helps all of us "Elevate the Standard" and create a better industry. This will help me sustain and grow my business.

### CHRIS CAMPBELL

I joined BHR for numerous reasons, not the least being associated with other real estate professionals who are experienced, knowledgeable and dedicated to higher standards for our clients. Having other dedicated professionals to share ideas with has a direct impact on my business and something many brokerages don't encourage.



### JENN JENKINS

Brokers HUB Realty was a natural choice for me as I was looking for a brokerage that created a culture that is about supporting the agent. We want real estate to be viewed as a business that is focused on serving the consumer and elevating the standard in the community. Becoming a Co Founder at Brokers HUB Realty was the best decision I made!



# WHAT ARE THE FEES?

FEE SCHEDULE EFFECTIVE JULY 1, 2019



**\$0 Per month**  
**\$495 Per file / \$150 for Leases**



**\$295 Per month**  
**\$295 Per file, with an annual cap of 35 files**



**\$10,000 annual flat fee, no transaction fees for the first 75 files, \$75 per thereafter**

## **NITTY GRITTY:**

All "per file" is per side. If you represent both sides, you will pay on both sides of file.  
 All fees include E&O insurance, commercial transactions will have an additional \$100 fee.  
 Agent is only able to switch plan on annual anniversary date with 30 day notice.  
 Transaction Coordinators/Assistants must be licensed (but not required as brokers) and their monthly fee shall be \$195 per month. Should they do any RE transactions on their own, it shall fall under the Plan H.

## **SATELLITE OFFICES:**

Brokers Hub Realty encourages growth! We offer agents the ability to open a "brick and mortar" office (subject to site approval and other conditions). The owner of the satellite assumes all costs associated with the office. Fees that are collected by the brokerage for agents from the satellite are revenue shared with the satellite owner. For more information, please reach out to us!

## **WHAT ARE THE FEES?**

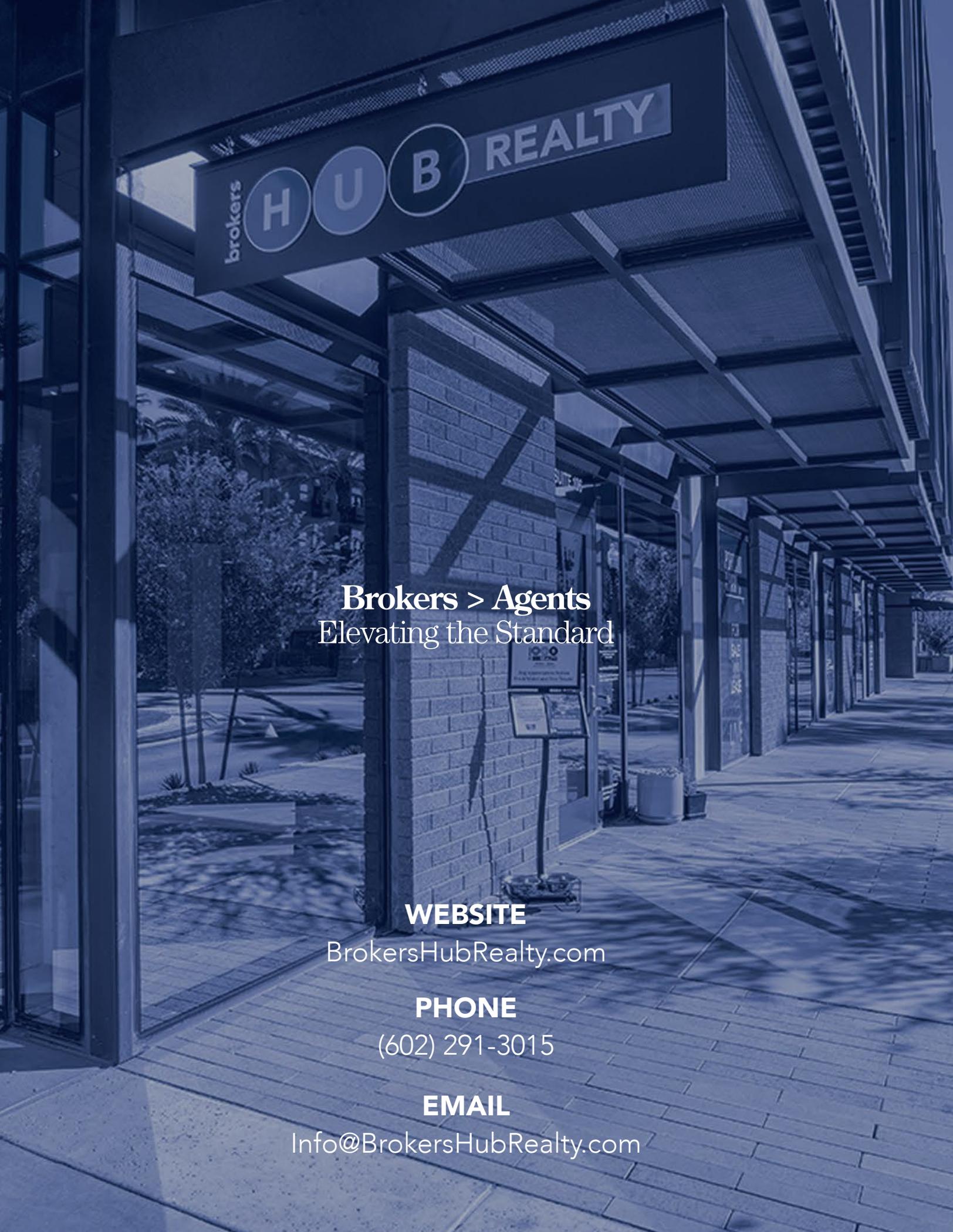
We want you to keep more money in your pocket so you can invest back into your own business.



## THE NITTY GRITTY

Since we know you just skipped past all of the legalize, here is what you really need to know. Pay attention brokers, this stuff matters.

- Transaction management services are available for \$395 per file.
- Desk space is available at select offices and fees vary. Please inquire with the satellite office owner for more information.
- You are expected to acquire your brokers license within 90 days of joining. If you need an additional 90 days, a \$500 "penalty" is charged for an additional 90 days. If at the end of that time period and you have not accomplished this, you will be severed from the brokerage.
- You are expected to complete 12 sale transactions per year. On your anniversary date it will be determined if you met that standard . If not, your per fee file for the next 12 months will be \$595.
- You are responsible for all costs of your business. BHR will not provide signs, lockboxes, business cards, websites, association fees, etc. You are a broker, not a newbie agent. That is why we love you.
- You may elect to direct your personal web address to your profile page on the BrokersHubRealty.com website. This could save you the cost of a private website. Of course, you are welcome to have one if you choose.
- Business cards: We understand that we are all unique and so we feel your card should reflect that. We do ask that it is approved by the DB prior to printing though. Our PR firm partner, The Felice Agency is more than happy to assist you in designing something amazing for you.
- We offer direct deposit on your commissions. We instruct title to wire the funds to us just like they do for your sellers and once your file is approved we deposit the commission right into your account! We even will break up the amounts so you can keep some in a secret saving account to help save for unexpected expenditures, such as taxes!

The image shows a modern storefront for Brokers Hub Realty. A large sign above the entrance features the word "brokers" in a vertical orientation, followed by three circles containing the letters "H", "U", and "B", and the word "REALTY" in a larger font. The storefront has large glass windows and a brick wall section. The scene is captured in a blue-tinted, high-angle perspective, showing a long walkway leading into the building.

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B

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