



## How Profit Sharing Works

Imagine that YOU join Keller Williams Realty, and that “Jennifer” names YOU as the person who introduced her to / helped influence her to join Keller Williams Realty too. FYI, “Jennifer” doesn’t have to be in the same city, state, or even country as you! As long as she makes a choice to join Keller Williams Realty, *anywhere* that we have a location!

Let’s assume that Jennifer generates 5% of the company dollar for the month, meaning that she had closed sales, and that the money paid to the office, *through her split*, equals 5% of the office income for the month.

Let’s also assume that the overall profit for the office for the month was \$20,000.

Owner’s % of Profit  
+/- 50% = \$10,000

Overall Office Profit = \$20,000

Agent’s Profit Share Pool  
+/- 50% = \$10,000

“Sponsor” Name	100%	\$\$ Profit Shared \$\$	Office
Jennifer	5% of Agent Profit Share Pool	\$500.00	Jennifer’s Office
<b>YOU</b>	<b>50%</b>	<b>\$250.00</b>	<b>YOUR Office</b>
Michael Nathanson ( <i>my Brother</i> )	10%	\$50.00	Boca Raton, FL
Dan Nathanson ( <i>that’s me</i> )	5%	\$25.00	Boca Raton, FL
Dana Lerner ( <i>introduced me to KW</i> )	5%	\$25.00	East Cobb, GA
Sheri Arispe ( <i>introduced Dana</i> )	7.5%	\$37.50	East Cobb, GA
Lynn Doty ( <i>introduced Sheri</i> )	10%	\$50.00	Fort Myers, FL
Lynn Larson ( <i>introduced Lynn D</i> )	12.5%	\$62.50	Dallas, TX

**YOU just earned \$250.00** for simply having a conversation with Jennifer about how much you love Keller Williams Realty. I earned \$25.00 for having a similar conversation with YOU. My Brother earned \$50.00 because I love him, and asked you to name him as your “sponsor,” so we *both* can benefit. “Jennifer” had closings, and WE earned money!!! Not bad, huh? ***It doesn’t come from her commission – it comes from the owner’s profit!***

Once you’ve been with the company for 3 years, you become “vested” in the profit share system. What does that mean? It means that if you retire, change professions, or even go to a competing real estate company, you will continue to receive profit sharing, for as long as there are agents that have named you as the person that introduced them to Keller Williams Realty, producing profit for the company. ***Profit sharing is even willable to your heirs!*** It is a system that allows a graceful way to retire from the business with ***passive income*** when you’re ready.

Profit sharing isn’t the reason to join Keller Williams Realty. It’s simply an incredible benefit.