



OLIVE BRANCH
— REALTY —



Join Our Growing Team

Focus on YOUR Business and YOUR Goals

Working in real estate is not the same everywhere! At Olive Branch Realty, our top priority is to be Agent-centric and to help assist you along the way in your real estate journey.

We work hard to create a culture our Agents can take pride in, and we believe being proud of where you work inspires you to achieve more. Working in a highly collaborative environment allows us to create seamless real estate transactions for our clients. Integrity is a core quality of who we are.

We are committed to being known as a firm of integrity, honesty & trust.

Working in real estate undoubtedly has its challenges. We diligently support our Agents, setting everyone up for success. We are more than a firm, more than an agency. We are a family.

Our Mission with real estate is about trust, and our motto is “Real Estate Built on Relationships”. We strive to create long-lasting bonds with our buyers and sellers. We believe in creativity, innovation, personal satisfaction, as well as having fun along the way.

Our Technology:

As your clients increasingly demand customized, digitally enhanced experiences, we give you the tools to anticipate their needs, and provide them with the best service possible. Our agents are provided with pre made social media posts, ability to have their own personal website & CRM. We also provide our Agents with Paperless Pipeline- transaction management software that allows agents and brokers to work seamlessly together, and to provide agents with the storage of documents they need.

Compensation:

One of our core values is growth & we believe our commission structure is second to none. In this ever changing market, agents should be able to grow, and not have to worry about giving away their hard earned commission.

Commission Structure-

Any New Agent starting with Olive Branch Realty - will start at a 70%/30% commission split- agent will receive 70% and firm will receive 30% per closed transaction.

Once Agent earns 50K in gross commissions per year- agent will move up to a 80%/20% split

Once Agent earns 100K or over in gross commissions per year- agent will move to a 90%/10% Split

Once Agent is at a 90%/10% split- agent will have a yearly cap on commissions in the amount of \$15,000. Once \$15,000 yearly cap is met- agent will not pay any commission fees to the firm.

**Agents will be re-evaluated as to splits on December 31st of each year. January 1st of each year commission cap will be reset **



Our 5 Core Values:

Our Core Values are a part of who we are and how we do business....These Values are very important to all agents within our firm.

Growth- We want our agents to always strive to do better, & continue to learn. We believe the more you learn, and the more you step out of the box and grow, the better you can help your clients, that in turn will lead to more referrals, and growth for your business.

Honesty- We believe in honesty with our clients, partners & other agents. Being honest and ethical in this business will always come back to you tenfold. Being transparent and truthful in all your actions will lead to your clients loyalty, and your fellow agents respect.

Quality- Providing our clients with quality service is crucial to our business. Giving the best service to all of your clients and throughout all transactions will attract the type of customer you want for years to come and will gain you a reputation that will help your business stand out from the rest.

Community- We focus on supporting local & giving back to our amazing community. Being involved with local organizations and volunteering your time helps you expand your business connections, helps you develop a sense of pride, increases customer trust, and most importantly helps you make a positive impact on our community.

Relationships- Our business is built on relationships and making them stronger is important to us. Striving to build good strong relationships with past clients, friends, family, and anyone you come in contact with is critical. This allows you to solve their problems easier, figure out their pain points, and helps you align your services to appeal to each individuals needs.



Training



We are an independently owned Boutique Firm in Wisconsin. Olive Branch Realty is synonymous with Friendship, Hope and Trust. Our locally owned and operated firm allows us great flexibility that we use to our advantage, we strive to empower our agents for future growth.

Training

The majority of our training is directed by our broker/owner who is very hands on, and will teach ways to grow, advertise, and help you continuously learn to be the best version of yourself! Training and continuing education fuel an agent's competence and confidence. Our hands on training opportunities are what set us apart. Training and learning about the latest market trends are crucial to our success. We help you stay current with the latest industry standards and regulations, as well as help you competitively market yourself as an 'in-the-know' agent. Attending Olive Branch Realty training and staff meetings creates community, motivates you and helps grow your business!

- **Initial “Basic Training”**
- **Training on our Technology Systems**
- **Social Media Training**
- **On-Going Training & Development thru Broker/Owner**
- **Monthly Sales Meetings**
- **Mentor Availability**
- **One-on-One Training**





Marketing

In addition to working with you to create a marketing strategy and training you on social media platforms and best practices, Olive Branch Realty shares tools to help you build your brand and rapport with home sellers/buyers. We allow our agents to have their own creativity when it comes to marketing themselves. You are part of the Olive Branch Realty Brand as well as your own!

Prospects Plus:

Prospects Plus makes it easy to farm an area, announce activity and stay in touch with past clients with their mailings. Their mailings are designed to help you build relationships to generate leads, referrals and repeat business. Provide us with an address in the area/neighborhood you want to target and we will design your mailing for you.

Real Satisfied:

Less than 10% of consumers find their Agent online. 78% of real estate sellers and 63% of buyers still find their Agent via recommendation from someone they know. The only way to get your share of those referrals is to ensure the quality of your client's experience. Provide us with your buyer/seller information and we will send a survey through Real Satisfied free of charge. Your results and testimonials come directly to you, to be shared on numerous platforms.

Agent Crate:

Agent Crate is specific to the real estate industry. They provide stunning graphics and expert captions ready for you to customize or showcase your listings in the best light. Receive full access to Agent Crate's marketing materials and Agent resource library. Customize your flyers, business cards, listing presentations and so much more! High-quality marketing materials = high-quality leads!

Canva:

Canva is a graphic design platform for creating visual content. It allows you to create professional looking designs within seconds—and it makes it easy to send your designs directly to your social media platforms. Our Agents are provided with pre-made social media posts updated weekly.

Our Philosophy:

Olive Branch Realty emphasizes individual Agent branding by developing engaging techniques that lead to lasting relationships and minimizes paying for referrals. Our business model is based on branding Agents individually. We empower and train you to brand yourself!

Contact Us:
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OliveBranch-Realty.com





Licensing

Some people enter the real estate business with unrealistic expectations. It isn't easy, and it is competitive. There also isn't a guaranteed weekly paycheck. But all of these challenges are what makes it a rewarding career. If you dedicate yourself to exceptional client service and hard work, the rewards are worth it. There's nothing like helping someone find the perfect home and handing them the keys to their future. Start your future at Olive Branch Realty!

Wisconsin REALTORS® Association

The Wisconsin Department of Safety and Professional Services requires you to complete 72 hours of approved instruction and pass the state exam to receive your sales license.

https://www.wra.org/Education/Careers/Sales_Pre-license_Education/

Approximate Common Costs Associated with Starting a Career in Real Estate

- Course - \$345
- License - \$60
- Firm Start Up Cost - \$350
- Dues to the Lakeshore Realtors Association* - \$1,358.75 (prorated throughout the year)
- MLS Monthly Dues* \$39/ Month

*Unavoidable costs at most MLS offices

Questions to Consider When Pursuing a Real Estate Career or Changing Company Affiliation:

- Q. What do I really have to do to be successful in real estate?
- Q. How would you define the success of your company? Your Agents?
- Q. How is the image of your company perceived in the community?
- Q. What can I expect in the way of Agent training?
- Q. What marketing tools/programs are available to an Agent in your company?
- Q. What technology assistance will be available from your company?
- Q. How would you describe your office environment?
- Q. Describe your compensation & commission plan, as well as the expenses I will incur at your company?
- Q. What "perks" & motivational opportunities does your company offer?



Contact Us Today to Make an Investment in your Future!