



# INCOME BUILDER

## Rules and Guidelines

1. Associates with HUFF Realty who sponsor a new agent to the company qualifies under the HUFF Income Builder plan to receive a quarterly bonus equivalent to 1% of the Adjusted GCI\* of the recruited agent as long as both agents are with HUFF Realty.

### 2. Additional Compensation

Sponsoring associates may be eligible to receive an additional bonus for the year in the following circumstance:

An associate with HUFF Realty who sponsors an experienced agent with closed volume of at least \$1,750,00 in the prior 12 months with another Greater Cincinnati/Northern Kentucky real estate company is entitled to receive additional income.

This bonus will be calculated on the closed adjusted GCI of the sponsoring agent for a bonus of 2.5% of his/ her GCI for the quarter. This bonus shall not exceed \$12,500 per sponsored agent during the 12 month period following the sponsored agent's hire date.

The 2.5% bonus payment will be paid quarterly only after the recruited agent generates \$5,000 in closed GCI. In any case bonus eligibility expires on the 12 month anniversary date for the sponsored agent with HUFF Realty.

### 3. Qualifying and Payment Guidelines

A. Registrations – In order to qualify as a sponsoring agent, an official registration form must be completed and accepted by the Branch Manager. The agent must actively assist broker in establishing and having interviewed.

B. If an agent wants to sponsor a **HUFF Income Builder** candidate for more than 1 office, the agent **MUST** be the procuring cause for an interview with the branch manager of that office. (And steps in letter A must be repeated in that office.)

C. Registrations are valid for a 3 month period. They can be renewed if the sponsoring agent is still "actively" involved in the recruiting process with the Branch Manager. If the registration is not renewed, another agent with HUFF Realty is eligible to become the sponsoring agent of this recruit if all guidelines are met.

D. If the sponsoring agent does not renew the registration and the agent is ultimately hired by the company, no bonus will be paid. The registration must be active at the time of the hire to qualify for payments—NO EXCEPTIONS!

E. **HUFF Income Builder** bonuses WILL NOT be paid if a sponsored's agent hire date is prior to registration date.

F. Former agents with HUFF Realty are ineligible to be sponsored unless it has been a minimum of 12 months since their license has been transferred from HUFF Realty Rules and Guidelines

G. Agents currently in JBRC\*\* are NOT eligible to be sponsored in the **HUFF Income Builder** program when they become an active agent. There is no **HUFF Income Builder** sponsorship programs for agents referred into JBRC.

H. **HUFF Income Builder** bonuses will not be paid on agents recruited to an existing real estate team. If bonuses have been paid in the past, they will cease and cannot be restored in the future.

I. If a sponsored individual agent decides in the future to create a real estate team, **HUFF Income Builder** bonuses will continue to be paid only on original recruited agent adjusted GCI.

J. If a sponsoring agent recruits a real estate team to HUFF Realty, all bonus calculations will be based on the team leader's adjusted GCI.

K. In order to receive a bonus, the sponsoring agent and the recruited agent must be active with HUFF Realty.

L. The quarterly bonuses will be paid within 30 days of the end of the quarter based on a calendar year.

M. Bonus income will apply to an agent's earning level.

N. For the purpose of calculations and period of bonus due, "hire date" of the recruited agent will be the date the agent's license has been activated with HUFF Realty AND all paperwork and fees due have been received by corporate.

O. Bonuses are paid on closed business only.

P. There is no limit to the number of recruits an agent can sponsor!!

\* Gross Commission Income is defined as GCI less any referral fees.

\*\* JBRC is HUFF Realty's license holding company

**QUESTIONS?** Contact your Branch Manager



**HUFF**  
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