



REAL ESTATE

# The Single Agent Growth Blueprint

*How One Agent Can Build a Profitable Real Estate Business and Future Team with iad*

**21,000 iad AGENTS CAN'T BE WRONG.**

**WE MUST BE DOING SOMETHING RIGHT!**

**WATCH NOW AT [CheckOutiAD.com](https://CheckOutiAD.com)**

**SEE WHY iad AGENTS ARE JOINING.**

*Celebrating 18 Years!*

The Fastest Growing Model in Europe Now In The U.S.

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## For Independent Agents Ready to Own Their Future

Whether you are brand new, building momentum, or frustrated with fees at your current brokerage, this guide was written for you.

# Introduction: Why Most Agents Hit an Income Ceiling

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Real estate is one of the few industries where a motivated individual can build a significant income entirely on their own. No degree required. No corporate ladder to climb. Just skill, hustle, and consistency.

## So why do so many experienced agents find themselves stuck?

After a few years in the business, many agents reach a point where they are working as hard as they possibly can and still feel like their income has plateaued. They close more deals, but expenses keep climbing. They stay busy, but the bank account does not seem to grow at the same pace.

This is what is commonly called the income ceiling, and it is built into the traditional real estate model.

## The Time-for-Money Trap

In a traditional commission-based career, income is directly tied to personal production. When you sell, you earn. When you do not, you do not. There is no residual income. There is no equity. There is no passive revenue.

Every January, the clock resets to zero. The pipeline you built last year does not pay the bills this January. You start over, every single year.

## The Rising Cost Problem

Meanwhile, the cost of doing business keeps increasing. Brokerage fees, desk fees, technology fees, transaction fees, E&O insurance, and marketing expenses chip away at every commission check before it ever reaches your bank account.

Many agents earning \$150,000 in gross commissions are actually netting far less once overhead is calculated. The gap between what you earn and what you keep is wider than most agents realize.

## The Retirement Planning Gap

Here is a question most agents avoid: **What is your exit strategy?**

Unlike W-2 employees, real estate agents typically have no pension, no company-matched 401k, and no residual income stream when they stop working. The business stops the day you stop selling.

This playbook addresses all three problems, starting with how to keep more of what you earn, how to create income beyond transactions, and how to build something that has real long-term value.

### A Question Worth Asking

If you stop selling tomorrow, how long could your current income sustain your lifestyle? If the answer is uncomfortable, keep reading.

# The Traditional Brokerage Problem



Most agents joined their current brokerage because someone recruited them, it was the most recognizable name in their market, or it was the most convenient option when they got licensed. Very few agents made a strategic financial analysis before joining.

Now that you have been in the business for a while, it is worth taking a clear-eyed look at what your brokerage relationship actually costs you.



## High Splits

Traditional brokerages often take 25%–40% or more of your hard-earned commission.



## Hidden Fees

Desk fees, transaction fees, marketing fees, technology fees—the list adds up.



## Limited Ownership

You build the clients, do the work, and take the risk—yet you own nothing.



## One-Size-Fits-All

Little flexibility. Limited support. You're just another agent number.



## Your Future, Their Terms

Retirement plans, profit sharing, and succession planning are not built for you.



**There is a better way.** At iAD, the model is different. The focus is on your success, your growth, and your financial future. Keep more of what you earn and build something that is truly yours.



**It's time to stop paying for a system that was never designed for you.**



## The Traditional Brokerage Problem

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### Commission Splits: What You Actually Keep

Traditional brokerages typically offer splits ranging from 50/50 to 70/30 or 80/20, sometimes with an annual cap. On the surface, an 80/20 split with a \$16,000 cap sounds reasonable. But here is what often gets left out of that conversation:

- You may pay a monthly desk fee on top of the split, ranging from \$100 to \$1,500 per month
- E&O insurance is often billed separately as a per-transaction fee
- Technology tools like CRM platforms, lead generation software, and marketing tools are add-ons
- Transaction coordination fees can run from \$200 to \$500 per closing
- Franchise fees are sometimes built into the split but rarely disclosed transparently

### Hidden Fee Accumulation in a Traditional Brokerage

#### A Real-World Example

An agent closes 20 transactions at an average commission of \$8,000.

Gross income: \$160,000

After 80/20 split: \$128,000

Minus desk fee (\$500/month): \$122,000

Minus transaction fees (\$300 x 20): \$116,000

Minus E&O (\$150 x 20): \$113,000

Minus CRM and tech tools: \$111,000

Effective net before taxes and personal expenses: \$111,000

That is a 31% reduction from gross, not the 20% the split implies.

## The Ownership Problem

Perhaps the biggest issue with traditional brokerages is not the fees. It is the lack of ownership.

You build a book of business, a referral network, and a local reputation under a brand that does not belong to you. If you leave, you take your clients, but you leave behind years of brand equity built inside a system that benefits the brokerage, not you.

You invest your career building someone else's asset. The brokerage benefits from your production while your long-term earning potential remains entirely dependent on your personal capacity to close transactions.

# Why Agents Are Looking for a Better Model



The traditional brokerage model made sense in a different era. Before the internet, before digital marketing, before cloud-based CRMs, agents genuinely needed the infrastructure a large brokerage provided. The physical office, the in-house marketing team, and the brand recognition all had real value.



**Times Have Changed**  
Technology has leveled the playing field. Agents no longer need to trade more money for basic tools.



**Keep More of What You Earn**  
Agents want a model that respects their production and rewards their hard work.



**More Control and Flexibility**  
Agents want the freedom to run their business their way, not by rigid corporate policies.



**Better Support, Real Community**  
Agents want coaching, collaboration, and a culture that helps them grow—not just a name on a sign.



**Build Something That Lasts**  
Agents want the opportunity to build equity, create legacy, and set their future on their own terms.



**A Smarter Model for Today's Agent**  
iad was built for the modern real estate professional. More freedom. More value. More you.



**It's time to make a change that puts your success first.**  
Discover the iad difference.



## Why Agents Are Looking for a Better Model

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That equation has changed. Today, an independent agent with the right technology can operate as professionally as any agent inside a major franchise. The tools that once justified high splits and monthly fees are now commodities available at a fraction of the cost.

As a result, a growing number of agents are asking a simple question: What am I paying for, and is it actually worth it?

### What Agents Want Today

When experienced agents describe their ideal brokerage relationship, a few themes consistently emerge:

What Agents Want	What This Means in Practice
<b>More Freedom</b>	Work from anywhere, set their own schedule, and run their business on their own terms
<b>Better Support</b>	Real humans answering real questions, not ticket systems or 800 numbers
<b>Lower Overhead</b>	Transparent pricing with no surprise fees eating into every commission
<b>Wealth Creation</b>	A path to income that does not require closing another transaction to exist
<b>Technology That Works</b>	Tools that are modern, integrated, and actually help them sell
<b>Brand Ownership</b>	The ability to build their own name and reputation, not a corporate brand

The good news is that all of these are available within a single brokerage model. That model is what the rest of this guide is about.

# The iad Real Estate Difference

iad Real Estate was founded in France in 2008 with a simple premise: **what if the brokerage existed to serve the agent, not the other way around?**

That agent-first philosophy has proven itself on a global scale. iad now operates across 8 countries with more than 21,000 agents, making it one of the largest independent real estate networks in the world. And it is just getting started in the United States.



**Agent-First**  
Our business model is designed to empower agents and put their success first.



**More Earn, Keep More**  
A fairer compensation structure that allows you to keep more of what you earn.



**Global Network, Local Support**  
A global platform with local expertise and a network that opens doors worldwide.



**Collaborative Community**  
Work together, share knowledge, and grow in a supportive, collaborative culture.



**Built for the Future**  
Innovative technology and forward-thinking solutions for the modern real estate professional.



**2008**  
Founded in France



**8**  
Countries Worldwide



**21,000+**  
Agents Worldwide



**One of the Largest**  
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**Just Getting Started**  
in the United States



## The iad Real Estate Difference

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### A Truly Global Company with a Local Feel

iad is not a franchise. It is not a traditional brokerage. It is a platform built around individual agents, designed to give them enterprise-level tools and support while preserving their independence and brand identity.

The company operates in France, Spain, Portugal, Germany, Italy, Mexico, the United Kingdom, and the United States. This international infrastructure is a real advantage for agents who work with relocation clients, international buyers, or investors looking at properties across borders.

**Why Florida and Why Now**

**GROUND FLOOR OPPORTUNITY**

- iad launched in the United States with Florida as the entry market.**  
This is significant for agents who join early.
- Early adopters in any expanding network benefit the most as the company grows.**  
You are not joining a saturated market. You are joining at the beginning of something much larger.

**Strong Market Fundamentals**  
Favorable growth, globalization, and migration continue to drive real estate demand.

**Diverse Opportunities**  
From urban centers to coastal communities, Florida offers a variety of markets to serve.

**Lifestyle Advantage**  
Work close to home, enjoy your sunshine, and take advantage of Florida's tax incentives.

**Be Part of the Movement**  
Get ready to join your business and grow with a company that's investing in Florida for the long term.

## Why Florida and Why Now

### Ground Floor Opportunity

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## The Agent-First Philosophy in Practice

At iad, the model is built on a few non-negotiable principles that directly benefit individual agents:

- You keep your personal brand and identity. iad is your brokerage, not your brand.
- You are not required to work in a physical office, eliminating one of the biggest overhead costs in real estate
- All the support tools are included for one flat monthly fee, with no hidden add-ons
- You can build an additional income stream through revenue share without any obligation to do so
- You have access to a global network of agents for referrals, collaboration, and cross-border transactions

The core idea is simple. The brokerage should make your life easier and your business more profitable, not the other way around. That philosophy is what makes iad genuinely different.

# What You Receive for \$99 Per Month

One of the most common reactions agents have when they first hear about iad's pricing is skepticism. Surely there must be additional fees buried somewhere. There are not.

For a flat \$99 per month, every iad agent receives a complete business support system.

FLAT FEE  
**\$99**  
PER MONTH

iAD  
REAL ESTATE

AGENT-FIRST  
GLOBAL  
HUMAN  
INNOVATIVE

EVERYTHING YOU NEED. ONE SIMPLE PRICE.



#### Revenue Share Opportunity

Earn recurring income by introducing productive agents to iad.



#### CRM & Business Management

A powerful CRM and business suite to manage your entire pipeline.



#### Training & Education

World-class training, coaching, and resources to grow your business.



#### Marketing Resources

Professional marketing tools, templates, and branded materials.



#### Agent Support Team

Dedicated support whenever you need help or guidance.



#### Global Network & Community

Connect, collaborate, and grow with agents around the world.



#### Legal & Compliance Support

Access to legal resources, forms, and compliance guidance.



#### Technology & Innovation

Cutting-edge technology and tools to help you stay ahead.



#### No hidden fees. No surprises.

Just the tools, support, and opportunities you need to build a successful and scalable real estate business.



#### It's more than a low monthly fee.

It's a complete system designed to help you keep more and grow more.

iAD  
REAL ESTATE

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What You Get	What It Includes	Why It Matters
<b>AgentFire Website, Follow Up Boss (FUB) + Skyslope Transaction Management System</b>	Lead management, pipeline tracking, automated follow-up, AI-assisted prospecting, and a complete transaction management system.	Enterprise-grade technology at no additional cost
<b>Back Office Coordinator</b>	Administrative support for compliance, paperwork, and transaction questions	Less time on paperwork, more time selling
<b>Transaction Manager</b>	Contract-to-close support from the executed contract through final closing	Most brokerages charge \$200-500 extra per closing for this
<b>Marketing Team + Templates</b>	Hundreds of Canva templates for listings, social media, buyer/seller presentations	Professional marketing without a graphic designer
<b>E&amp;O Insurance</b>	Errors and Omissions coverage is included in your monthly fee	No per-transaction fees, no annual E&O invoices
<b>Mentorship and Training</b>	Live Zoom sessions, in-person workshops, and the iad Training Academy online	Ongoing education without additional coaching fees
<b>iad Training Academy</b>	Full online learning platform with modules for new and experienced agents	Learn at your own pace on any topic

### Zero Hidden Fees

No franchise fees. No desk fees. No E&O fees billed separately. No technology add-on charges. No mentor fees. What you see is what you pay.

Compare that list to what you are currently paying separately for CRM software, transaction management, E&O insurance, and marketing tools. For most agents, the \$99 per month represents a meaningful reduction in monthly overhead.

# How a Solo Agent Benefits Immediately

You do not need to build a team to benefit from iad. The financial and operational advantages begin the moment you join, with your very first transaction.



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REAL BENEFITS. REAL IMPACT. FROM DAY ONE.



#### KEEP MORE OF YOUR MONEY

Competitive splits and no hidden fees mean more income in your pocket from every deal.



#### LOWER OVERHEAD, HIGHER PROFIT

No desk fees, transaction fees, or surprise costs. Just one flat monthly fee of \$99.



#### POWERFUL TOOLS AT YOUR FINGERTIPS

CRM, marketing resources, transaction management, and more—everything you need to run your business.



#### WORK YOUR WAY

Complete flexibility to build your business, your brand, and your schedule on your terms.



#### WORLD-CLASS SUPPORT

Access to a responsive support team and a global network of agents who have your back.



#### CONTINUOUS GROWTH

Training, coaching, and resources designed to help you improve and increase your results.



#### BUILT FOR THE LONG TERM

A sustainable model that grows with you—not one that takes more as you grow.



#### Start Strong. Stay Independent. Build Your Future.

As a solo agent with iad, you get the best of both worlds: the independence of your own business and the power of a global network behind you.

- ✓ More money in your pocket
- ✓ More time for what matters
- ✓ More freedom to build your legacy

iAD  
REAL ESTATE

## How a Solo Agent Benefits Immediately

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### Immediate Financial Impact

The most straightforward benefit is what you keep from every commission check. iad's split is 80/20 with no hidden add-ons. When combined with the all-inclusive \$99 monthly fee, most agents see an immediate improvement in their net income compared to their current situation.

#### A Direct Comparison

Scenario: Agent closes a \$400,000 sale with a 2.5% buyer-side commission. Gross commission: \$10,000.

At a typical brokerage (pre-cap, 70/30 split + fees):

Agent receives: \$7,000 minus \$300 transaction fee minus \$150 E&O = \$6,550

At iad (80/20 split, all fees included in \$99/month):

Agent receives: \$8,000 net of split, no per-transaction deductions

Difference per transaction: approximately \$1,450

Over 20 closings per year: approximately \$29,000 more in your pocket

### More Time Selling, Less Time Managing

The back office and transaction management support included in your monthly fee means you spend significantly less time on administrative work. For a solo agent, time is the most limited resource. Every hour spent on paperwork and compliance is an hour not spent prospecting, showing homes, or building client relationships.

With iad's support infrastructure handling the administrative side of your business, you gain back hours every week that can be redirected toward income-producing activity.

## **Better Systems from Day One**

AgentFire Website, Follow Up Boss (FUB), and Skyslope Transaction Management platform included in your monthly fee gives you tools that most solo agents cannot afford on their own. Automated lead follow-up, pipeline tracking, market reports, and AI-assisted prospecting create a more professional, scalable operation regardless of your team size.

These are tools that top-producing agents typically pay hundreds of dollars per month to access. At iad, they are part of your standard package.

## **Your Brand, Your Business**

At iad, you operate under your own name and brand. Your marketing materials, your website, your social media presence, these represent you and your business. When clients refer people to you, they are referring them to your brand, not to a corporate name.

This matters more than most agents realize. Your personal brand is the most valuable asset you will build in your real estate career. iad is structured to help you build it.

# Revenue Share Explained Simply

Revenue share is one of the most misunderstood concepts in real estate. Many agents hear about it and immediately assume it means recruiting, or that it works like a multi-level marketing structure.

Neither is accurate.



**NOT ABOUT RECRUITING**  
You don't have to recruit anyone to earn revenue share.



**NOT MLM**  
iad is not multi-level marketing. There are no required purchases, packages, or inventory.



**ABOUT SHARING VALUE**  
When you introduce productive agents to iad, everyone wins.



Revenue share rewards you when you introduce agents who choose to build their business with iad.

It's that simple.

## HOW REVENUE SHARE WORKS AT iad



### Key Takeaways

- ✓ No recruiting requirements
- ✓ No quotas or minimums
- ✓ No additional fees
- ✓ Uncapped earning potential
- ✓ Residual income that builds over time



**When good agents join iad, everyone wins.**  
You help them build a better business. They get a better model. You earn a share of the value you helped create.

**Real value. Real support.  
Real results. That's iad.**



## Revenue Share Explained Simply

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Here is a clear, straightforward explanation of how iad's revenue share works and what it means for you as a solo agent.

### The Core Idea

When an agent you introduce to iad closes a transaction, iad shares a percentage of that agent's gross commission income with you. This is not money taken from the agent. It comes from iad's portion of the commission. You earn without reducing what the other agent earns.

You do not have to recruit anyone. You do not have to manage anyone. You simply introduce agents to iad, and if they join and produce, you earn a percentage of their production for as long as they are active.

### The Five Levels Explained

Revenue share extends across five levels of your network. Here is how it works in plain terms:

Level	Who It Represents	Your Share	Annual Cap
Level 1	Agents you personally introduce to iad	7% of their GCI	Unlimited
Level 2	Agents introduced by your Level 1 agents	3% of their GCI	Unlimited
Level 3	Agents introduced by your Level 2 agents	1.5% of their GCI	Unlimited
Level 4	Agents introduced by your Level 3 agents	0.5% of their GCI	Unlimited
Level 5	Agents introduced by your Level 4 agents	0.2% of their GCI	Unlimited

## Three Key Things to Understand

- **It is not MLM.** There are no inventory requirements, no purchase quotas, and no fees to participate in revenue share. You earn based on other agents' closed transactions, period.
- **You are not required to participate.** Revenue share is an optional benefit. If you never introduce another agent to iad, you still have access to every tool and all support in your \$99 monthly package.
- **There are no caps and no resets.** What you build is yours to keep. Your network does not reset at the start of each year, and there is no ceiling on what you can earn from it.



# A REALISTIC EXAMPLE: ONE AGENT, FIVE YEARS

Abstract concepts become real when you see them in concrete numbers. The following scenario illustrates what is possible for a single agent who simply introduces one other agent to iad each year for five years.

This is not a best-case scenario. It is a conservative illustration using modest assumptions.

**THE ASSUMPTIONS**

- You introduce one new agent to iad per year for five years
- Each agent averages \$75,000 in gross commission income annually
- Some of your Level 1 agents eventually introduce one agent themselves (creating Level 2 income)
- All agents remain active and producing



## YEAR-BY-YEAR PROJECTION

YEAR	AGENTS IN NETWORK	ACTIVITY	EST. ANNUAL REV SHARE	CUMULATIVE ANNUAL
1	1 agent (Level 1)	You introduce Agent A	\$5,250	\$5,250
2	2 agents (Level 1)	You introduce Agent B	\$10,500	\$10,500
3	3 agents (Level 1)	You introduce Agent C; Agent A introduces 1 agent (Level 2)	\$13,275	\$13,275
4	4 agents (Level 1), 2 agents (Level 2)	You introduce Agent D; Level 2 agents grow	\$17,550	\$17,550
5	5 agents (Level 1), 4 agents (Level 2)	You introduce Agent E; network compounds	\$22,050	\$22,050+



By Year 5, this agent is earning over **\$22,000** annually in revenue share income, and that number continues to grow as long as the network stays active.

That is income earned whether or not you personally close a single transaction that month.



**BUILD RESIDUAL INCOME**  
Create long-term income that is not tied to your daily production.



**LEVERAGE YOUR TIME**  
Help others succeed while you build income that compounds.



**REAL WEALTH BUILDER**  
Revenue share is a powerful path to financial freedom in real estate.



**GROW WITHOUT LIMITS**  
There is no cap on your income potential when you build a strong network.



START SMALL. THINK LONG TERM. BUILD SOMETHING THAT PAYS YOU FOR YEARS TO COME.



## A Realistic Example: One Agent, Five Years

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Year 4	4 agents (Level 1), 2 agents (Level 2)	You introduce Agent D; Level 2 agents grow	\$17,550	\$17,550
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## The Compounding Effect

Revenue share income behaves differently from commission income. It grows as your network grows, and it does not reset. The agent who starts building a network today has an enormous advantage over the one who waits.

You do not need a large network. One productive agent at Level 1 earning \$100,000 in GCI generates \$7,000 per year in revenue share for you, every year they remain active.

Try the iad Revenue Share Calculator at [OurRevShare.com](https://OurRevShare.com) to run your own numbers.

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### Plug in Your Numbers

See how your network can generate real income over time.



### Model Your Growth

Adjust your team size, production, and override percentages.



### See Your Potential

Discover the long-term value of building a team with iad.



### Visit [OurRevShare.com](https://OurRevShare.com)

Start calculating your future today.



Plan  
Build  
Grow  
Earn

# From Solo Agent to Team Leader



**Building a team is not a requirement at iad.**  
But for agents who have that ambition, the path is designed to be gradual, sustainable, and financially sensible.



**The biggest mistake most team leaders make is growing too fast.**  
They hire assistants and buyer agents before they have the systems or cash flow to support them. The result is overhead that outpaces revenue, which creates stress and sometimes forces the team to contract.



**The iad model encourages a different approach: grow when you are ready, not before.**



**GROW GRADUALLY**  
Add team members when your systems and cash flow can support it.



**BUILD SYSTEMS FIRST**  
Strong systems create consistency, efficiency, and scalability.



**PROTECT YOUR MARGINS**  
Control overhead so your business remains profitable as you grow.



**DEVELOP LEADERS**  
Empower your team, create opportunities, and build a lasting legacy.



**BUILD A BUSINESS THAT GROWS WITH YOU**  
Create freedom, impact, and long-term value.



## From Solo Agent to Team Leader

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### A Practical Growth Path

Stage	What It Looks Like	What You Need	What You Gain
<b>Stage 1: Solo</b>	You, closing deals, supported by iad tools and back office	Consistent production and solid systems	Maximum per-transaction income with minimal overhead
<b>Stage 2: First Addition</b>	You plus one part-time assistant or showing agent	Steady pipeline that justifies one additional person	More time for high-value activities like listing appointments
<b>Stage 3: Buyer Agent</b>	You plus assistant plus one buyer agent	Enough leads to keep two agents busy	Leverage on buyer-side without sacrificing listing production
<b>Stage 4: Systems Focus</b>	Small team with documented processes and shared tools	Clear onboarding, communication norms, and accountability	Ability to step back from daily execution
<b>Stage 5: Team Leader</b>	Multiple agents operating under your brand and culture	Proven model and leadership capacity	Revenue share income from your sponsored agents plus personal production

At every stage, iad's infrastructure supports you. The back office, transaction management, and technology tools scale with you. You are not adding overhead when you add agents. You are adding production capacity on top of a foundation that is already in place.

### The Key Insight

Most team models require you to build the infrastructure before you build the team. At iad, the infrastructure is already there. You start with enterprise-level support on day one and scale when you are ready.

# Referral Opportunities You Cannot Get Elsewhere

International buyers represent a meaningful share of residential real estate purchases in Florida and across major U.S. markets.

These buyers often struggle to find agents who understand their needs, speak their language, or have relationships in both countries.



#### Global Exposure

Connect with buyers from around the world.



#### Language & Culture

Communicate in their language.



#### Trusted Relationships

Leverage connections in both countries.



#### More Opportunities

Access referrals you can't get elsewhere.

## The International Advantage

One of the most underutilized opportunities in real estate is the international market. Domestic agents rarely think about cross-border transactions, yet the potential is significant and growing. iad's presence across 8 countries gives you something very few American real estate agents have access to: a built-in international network.

## Referral Opportunities You Cannot Get Elsewhere

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As an iad agent, you have direct connections to agents in France, Spain, Portugal, Germany, Italy, Mexico, and the UK. This means:

- When a client is relocating from Europe or Latin America, you can connect with an iad agent in their home country to coordinate the transition
- When one of your clients is purchasing a vacation home or investment property abroad, you can refer them to a trusted iad partner and earn a referral fee
- International iad agents whose clients are buying in Florida can refer directly to you, creating an inbound referral stream most local agents do not have access to

## Revenue Share Across Borders

Revenue share at iad is not limited to agents in your state or even your country. If you introduce an agent in Spain or Portugal to iad, and they produce, you earn revenue share from their production just as you would from a local agent.

This creates a genuinely global income opportunity for agents who build relationships across markets.

## The Timing Advantage

### Why Now Matters

iad is in the early stages of U.S. expansion. The agents who join now, build their networks now, and establish their brands within iad now will be positioned very differently from those who join three or five years from now.

In every expanding network, early participants have an inherent advantage. The compounding effect of revenue share means that the network you build today continues to grow and pay dividends for years.

This is not about urgency for the sake of urgency. It is a straightforward observation about how compound growth works. Time is the most valuable ingredient.

# Culture, Community, and Collaboration

At iad, you're more than an agent—you're part of a global community built on collaboration, support, and shared success.

- ✓ **You're Never Alone.** Tap into a network of agents who share ideas, solve problems, and celebrate wins.
- ✓ **We Rise Together.** Our culture is built on generosity, trust, and the belief that everyone's growth lifts us all.
- ✓ **Stronger Together.** Collaborate across borders, markets, and specialties to better serve your clients and grow your business.



**SUPPORTIVE COMMUNITY**  
Connect, learn, and grow with agents who have your back.



**GLOBAL NETWORK**  
Access resources and relationships across countries and cultures.



**SHARED KNOWLEDGE**  
Exchange ideas, strategies, and best practices to stay sharp and competitive.



**MEANINGFUL COLLABORATION**  
Work together on referrals, partnerships, and opportunities that benefit everyone.



**CELEBRATE SUCCESS**  
We celebrate your wins because your success strengthens our community.

## Culture, Community, and Collaboration

One of the least discussed but most important factors in a real estate agent's long-term success is the quality of their professional community. Isolation is a real challenge in this industry. Most agents work independently, spend long hours alone, and lack the kind of peer learning and accountability that comes naturally in other professions.

iad takes a different approach. Culture is not an afterthought. It is a core part of how the company is built.

### Mentorship That Is Actually Available

At iad, mentorship means real access to experienced agents and leadership who are invested in your success. Not a 1-800 number. Not a ticketing system. Actual human beings who respond quickly and know who you are.

The mentorship structure is designed around the idea that experienced agents should be motivated to help newer agents succeed. Revenue share creates that alignment. When you help another agent grow, it benefits everyone in the network.

### Training That Goes Beyond the Basics

The iad Training Academy offers online modules covering every aspect of the business, from contracts and compliance to marketing strategy and niche development. Live Zoom sessions keep training current and interactive.

In-person training events at The Inspire Space in Orlando cover advanced topics including:

- Listing presentation strategy and conversion
- Digital marketing and social media for real estate
- Investor client development
- Luxury market positioning
- Contract negotiation and risk management

# The Inspire Space: Your Physical Hub

Located in Orlando, The Inspire Space is a modern training and collaboration facility available to all iad agents.

Modern training rooms, flexible workshop layouts, and a high-energy environment make it a genuine resource for professional development and team building.



#### MODERN TRAINING ROOMS

State-of-the-art technology and comfortable spaces designed for learning and growth.



#### FLEXIBLE WORKSHOP LAYOUTS

Adaptable spaces for workshops, masterminds, team meetings, and events of any size.



#### COLLABORATE AND CONNECT

Build relationships, share ideas, and collaborate with like-minded professionals.



#### HIGH-ENERGY ENVIRONMENT

Stay motivated, inspired, and surrounded by positive, driven agents.



#### IN ORLANDO, FOR YOU

A central hub built to support your success and the success of your team.

## The Inspire Space: Your Physical Hub

Located in Orlando, The Inspire Space is a modern training and collaboration facility available to all iad agents. Modern training rooms, flexible workshop layouts, and a high-energy environment make it a genuine resource for professional development and team building.

## Events That Build Real Relationships

iad creates intentional opportunities for agents to connect, celebrate, and grow together. Recent events include the iad World Challenge, an annual recognition trip to destinations like Hawaii, Dubai, Panama, and Rio de Janeiro for top producers. Team nights, charity events, social mixers, and live training workshops round out a community that feels more like a professional family than a traditional brokerage.

# Frequently Asked Questions

The following questions come up consistently when agents first learn about iad. These answers are direct and complete.



#### Is there a fee to join iad or participate in revenue share?

There is no fee to join iad and no fee to participate in revenue share. You only pay for the \$99/month agent membership that gives you access to all tools, resources, and support.



#### Is iad a pyramid scheme or MLM?

No. iad is not a pyramid scheme or MLM. There are no inventory requirements, no purchase quotas, and no fees to earn revenue share. You earn based on other agents' closed transactions, period.



#### What do I have to do to earn revenue share?

Simply introduce productive real estate agents to iad. When they close transactions through iad, you earn a portion of the company's revenue from those transactions.



#### Are there caps, limits, or resets on earnings?

No. There are no caps, no limits, and no resets. Your network does not reset each year, and there is no ceiling on what you can earn.



#### Do I have to recruit to be successful with iad?

No. Revenue share is optional. If you choose not to introduce other agents, you still have full access to everything in your iad membership.



Have another question? We're here to help. Reach out to your sponsor or visit [iadrealestate.com/faq](http://iadrealestate.com/faq)



## Frequently Asked Questions

The following questions come up consistently when agents first learn about iad. These answers are direct and complete.

### Is this MLM?

No. Multi-level marketing requires participants to purchase inventory, pay fees to participate, and earn primarily from recruitment. iad's revenue share requires no purchases, no fees, and is paid based entirely on closed transaction production, not on who you recruit. You earn a percentage of Gross Commission Income generated by agents in your network. No production means no payment.

### Do I have to recruit or sponsor other agents?

Absolutely not. Revenue share is an optional benefit. You can join iad, use all the tools and support, build your business, and never introduce a single agent. You will still have the full \$99 monthly package, the 80/20 split, and every support resource available. Sponsoring is an opportunity, not a requirement.

### Can I keep my personal brand?

Yes. iad specifically allows agents to operate under their own name and brand. Your website, your marketing materials, your social media presence, all of it continues to represent you. iad is your licensed brokerage. Your brand is your brand.

### How quickly can I start earning revenue share?

Revenue share begins the moment agents in your network close transactions. If you introduce an active agent to iad who is already producing, your Level 1 revenue share begins with their very first closing under iad. There is no waiting period or minimum threshold.

### What happens if I never sponsor anyone?

Nothing changes. You keep your 80/20 split, your full \$99 monthly package, all technology and support tools, E&O coverage, and access to training and mentorship. Revenue share is a bonus opportunity, not a condition of membership.

### What technology is included?

Your \$99 monthly fee includes AgentFire Website with CRM and Follow Up Boss (FUB) platform for lead management, pipeline tracking, and automated follow-up. You can integrate your existing tools as needed. The technology is designed for agent productivity.

### Is iad a good fit for newer agents?

Yes. The included mentorship, training academy, and back office support make iad a strong platform for agents who are still building their business. You have access to experienced mentors and a collaborative community without paying separately for coaching.

# The Retirement Strategy Most Agents Never Build

Here is a reality that most real estate agents never fully confront until it is too late to do much about it:

**a career built entirely on personal production has no inherent retirement value.**

## THE TRUTH:

-  Your production stops, your income stops. There is no paycheck waiting for you.
-  You do not own your business. You cannot sell it. You cannot transfer it.
-  Social Security was never designed to be enough. It was never meant to replace your income.



**iAD**  
REAL ESTATE

**BUILD TODAY.  
PROTECT TOMORROW.  
LIVE LIFE ON  
YOUR TERMS.**

iAD gives you the opportunity to build something that outlasts your production and supports your future.

## HOW iAD HELPS YOU BUILD REAL RETIREMENT VALUE



### OWN AN ASSET THAT HAS REAL VALUE

Your agency can be sold, transferred, or passed on, creating generational wealth.



### EARN RECURRING INCOME

Revenue share creates ongoing income that is not tied to your daily production.



### BUILD EQUITY OVER TIME

As your organization grows, so does the value of your business.



### DIVERSIFY YOUR RETIREMENT PLAN

iAD becomes a powerful component of a well-rounded retirement strategy.



### CREATE FREEDOM AND OPTIONS

Design the lifestyle you want for your future, on your terms.



### Your future is too important to leave to chance.

Start building your retirement strategy now with a business that builds value for you.

“The best time to plant a tree was 20 years ago. The second best time is now.”

— Chinese Proverb



### Build your legacy. Secure your future.

That's the iAD difference.

**iAD**  
REAL ESTATE

## The Retirement Strategy Most Agents Never Build

Here is a reality that most real estate agents never fully confront until it is too late to do much about it: a career built entirely on personal production has no inherent retirement value.

When you stop selling, the income stops. There is no pension. No residual revenue. No equity in a business that continues to operate without you. The relationships you built, the systems you created, the reputation you earned, they are yours personally but they do not transfer into sustainable income when you decide to slow down.

For agents who spend 20 or 30 years in the business, this is a significant problem. Many are still selling in their 60s not because they want to, but because they have to.

### Building Income Beyond Transactions

The solution is to create income that is not entirely dependent on your personal production. This is what iAD's revenue share structure makes possible for the first time in a traditional real estate career.

Every agent you introduce to iAD who remains active and productive contributes to a monthly income stream that continues whether you are on vacation, taking time for family, recovering from illness, or simply choosing to work less.

This is not passive income in the get-rich-quick sense. It requires genuine effort to build. But it is income that compounds over time, does not reset, and is not directly tied to whether you personally showed a home this week.

### Your Network as a Long-Term Asset

#### Think About It Differently

Traditional agents build a contact database. iAD agents build a network that generates income.

A database stops producing the moment you stop calling. A revenue share network continues producing as long as the agents in it are active.

Which would you rather have after 20 years in real estate?

## What Long-Term Wealth Creation Actually Looks Like

An agent who joins today, focuses on personal production, and casually introduces two or three agents per year will look very different financially in ten years than an agent who stays on the traditional treadmill.

Consider what a modestly sized network of 15 to 20 producing agents, each averaging \$80,000 in annual GCI, means in terms of revenue share income. At Level 1 alone, 15 agents at \$80,000 each generates \$84,000 per year in revenue share. Add Level 2 and beyond, and the number grows substantially.

That is not retirement money sitting in an account. It is recurring income arriving monthly, year after year, from a network you built alongside your regular sales career.

No other standard brokerage arrangement in real estate offers this. This is the retirement strategy most agents never have the opportunity to build.

# What Would Your Business Look Like One Year From Now?

You have spent time with this guide. You understand the problems with the traditional model, the specific advantages iad offers, and the financial opportunity available to agents who act thoughtfully and early.

Now comes the only question that actually matters: what are you going to do with this information?



Your business.  
Your future.  
Your freedom.  
*Your choice.*

IMAGINE WHAT'S POSSIBLE IN JUST ONE YEAR WITH iad



#### KEEP MORE OF WHAT YOU EARN

Higher take-home pay with a simple, transparent \$99/month model.



#### MORE TIME FOR WHAT MATTERS

Streamlined systems and powerful tools give you time back in your day.



#### GROW A BUSINESS WITH NO LIMITS

Build on your own terms with the support of a global network.



#### CREATE LASTING RESIDUAL INCOME

Revenue share rewards your leadership and the agents you introduce.



#### BUILD EQUITY AND FINANCIAL SECURITY

Own an asset that grows, creating real retirement value for your future.



#### LIVE LIFE ON YOUR TERMS

Design the lifestyle you want today while building freedom for tomorrow.



#### The choice is yours.

You can keep doing what you're doing and hope for a different result.



#### Or you can decide today to build something better.

One year from now, you'll be glad you did.

*Your next chapter starts now.*



We succeed when you do.

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### Three Honest Questions to Ask Yourself

#### A Self-Assessment

1. How much of your gross commission is actually reaching your bank account after splits, fees, and overhead? If you have not calculated this recently, the answer may surprise you.
2. If you stopped selling for 90 days due to illness, a family situation, or simply burnout, what would your financial situation look like?
3. What is your current plan for generating income in the years when you choose to or need to slow down?

### What a Confidential Consultation Can Cover

A conversation with an iad representative is not a sales pitch. It is an opportunity to take an honest look at your current situation and explore whether iad's model is a better fit for where you want to go.

In a typical consultation, you can:

1. Review your current overhead and calculate your actual effective commission rate
2. Run a specific revenue share projection based on your existing network and relationships
3. Ask questions about the transition process, technology, and support structure
4. Connect with current iad agents to hear their firsthand experience
5. Explore whether iad's model aligns with your professional and financial goals

## No Pressure. No Rush. Just Clarity.

The goal of this conversation is not to close you on a decision. It is to give you the information you need to make the right one for your business and your future.

If iAD is not the right fit, you will know that after the conversation. If it is, you will have a clear picture of exactly how to move forward.



**iAD**  
REAL ESTATE

**SCHEDULE A  
CONFIDENTIAL  
MEETING TODAY!**

**Reese Stewart**  
Let's talk soon!  
Call/Text: (407) 374-3302  
[www.MeetWithReese.com](http://www.MeetWithReese.com)  
In-Person or Zoom



*Meet with Reese*