

# SERVICES & EXPENSES

## BROKER PAID/PROVIDED

Business Cards\*/Name Tags\*/Car Magnets\*  
Home Buyer/Home Seller Survival Guides  
Buying/Selling with Burgan Magazine  
Documents/Forms/Marketing Materials  
Pocket folders/Letterhead/Envelopes  
Arbitration filing fee/Legal review  
Unlimited Color and B&W copies  
New listing/Open House flyers  
\$665 Annual postage credit  
ShowingTime Front Desk  
Open House Facebook ads  
Yard signs/Sign riders  
Supra Lockboxes  
Updater  
Toolkit CMA  
INSTITUTE  
Consumer Insights  
OR President's Sales Club Application  
U.S. Military on the Move/LeadingRE Hero's  
LeadingRE Companies of the World  
Agent Accelerator (Ninja Selling)  
David Knox Training  
Agent website & CRM  
Listing Presentations  
Dotloop Premier  
Google Business

## SHARED EXPENSE

Just Listed/Just Sold Postcards  
5 Year Buyer Follow Up  
Professional photos/3D tours  
Community Events/Sponsorships  
Professional designations  
Business and Networking Club Memberships  
Ohio Realtors Annual Convention & Expo  
NAR Annual Convention & Expo  
LeadingRE Annual Convention & Expo  
E&O Deductible  
Approved Personal marketing  
Promotional products

## AGENT PAID

MLS  
Real estate classes\*  
Test application\*  
Local/State/National Dues  
Continuing Education  
Errors & Omissions Insurance  
Personalized yard signs/sign riders  
Unapproved Personal Marketing

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## EXPENSE OR SERVICE: SHARED EXPENSE

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