

COMMISSION PLAN AGREEMENT

Lease

Class	Qualification Level	Commission Rate
Sales Associate	\$ 0 - \$ 7,499	70%
Senior Sales Associate	\$ 7,500 - \$ 24,999	75%
Executive Sales Associate	\$ 25,000 & More	80%

Sale(Salesperson Licensee)

Class	Qualification Level	Commission Rate
Sales Associate	\$ 0 - \$ 49,999	70%
Senior Sales Associate	\$ 50,000 - \$149,999	75%
Executive Sales Associate	\$ 150,000 & More	80%

Sale(Broker Licensee)

Class	Qualification Level	Commission Rate
Broker Associate (Non-Experience)	\$ 0 - \$100,000	75 %
Broker Senior Associate	\$100,000 + 0 - 5 Deals	80 %
Broker Executive Associate	\$100,000 + 6 - 10 Deals	82.5%
Broker Executive Officer	\$100,000 + 11 Deals and More	85 %

Selling your own property with 50% or more ownership interest

Sales Price	Person Realty commission as Broker
\$749,999 or less	2.0% +
\$750,000 - \$1,499,999	1.5% +
\$1,500,000 or more	1.0% +

1. To advance to a higher class status, a salesperson or broker must achieve the earning commission level according to the amount listed above.
2. The dollar amount applied to the commission plan is the net earned commission, not the gross commission brought to Person Realty, Inc.
3. If your license is transferred to another broker, Person Realty, Inc will take over your listings. Person Realty, Inc. will provide 25% of the listings and selling commission to you as referral fee and the rest of transaction is assumed by Person Realty Agent.
4. If you wish to sell or buy a property, in which you have or will have interest of 50% or more of its interest, your commission amount will be calculated with an increased commission rate by additional 5% on your regular commission rate that you are qualified at that time. The maximum commission rate will be no more than 90%.
5. Broker licensee can count up one only for the transaction done by you. Transactions done with other agent will not be counted. Dual Agency Deals will count as one, not two in your deal. That is, transactions utilized task split or Veteran Support will not be counted as one in Broker licensee program. Broker commission rate is applied to only Sales, not for Leases.
6. When your commission rate changes, you must notify your commission change request with the proof of your net commission history to Person Realty, Inc.. It is to be done prior to submit the disbursement of the deal which is to be applied new commission rate. It is your obligation to inform company about your commission rate change.

Name: _____

Signature: _____

Date: _____

Broker: Takashi Chaya

Signature: _____

Date: _____