



Neighborly Realty Internal Use Only

www.NEIGHBORLYREALTY.COM

919 RESERVE DRIVE, SUITE #123

ROSEVILLE, CA 95678

JIM HARRIS DIRECT: (916) 801-3940

JIM HARRIS FAX: (530) 886-8200

NR-CDB Document Version 3.00

NEIGHBORLY REALTY NEW AGENT COST OF DOING BUSINESS

At an absolute minimum, what are the ongoing costs for agent to be in the Real Estate business – regardless of who you work for?

Expense	Estimate
• Quarterly Errors and Omissions Insurance	\$130 / Quarter
• Membership & Association Fees	
o National Association of Realtors	\$115 / Year
o California Association of Realtors	\$135 / Year
o Local Association of Realtors (Placer, Sacramento, Nevada, etc)	\$35 / Month
• Multiple Listing Services (MLS)	\$15 / Month
• Lockbox Key Fees (often included in MLS dues)	
TOTAL Yearly Minimum Expense Estimate	\$1,370.00 / Year

Ongoing fees such as cellular phone service, internet service provider, car insurance, clothing allowances, etc. not included.

WHAT ARE A FEW STARTUP COSTS TO CONSIDER?

These costs are all YOURS TO MANAGE. Should you find them important to your business? Invest. Should you need alternative solutions (like web sites), Neighborly can provide.

Some companies consider the Brian Buffini “100 Days to Greatness” training mandatory – and they bill you accordingly. Neighborly practices the Buffini methodology and highly recommends you take the training – but only when your budget allows you to do so.

Expense	Estimate
Laptop Computer <i>(Hewlett-Packard Discounts through Neighborly!)</i>	<i>Estimate</i> \$900
Brian Buffini “100 Days to Greatness” Training: http://www.brianbuffini.com/100-days-to-greatness-training.aspx	Call Buffini for Details
Professional Neighborly Realty Email Address - (Your Presence in the Neighborly Realty webmail for FREE)	FREE
Personal Website - (Your Presence in the Neighborly Realty corporate website provided for FREE)	\$50 / Month (or FREE)
Personal Call Capture Service - (Your Presence in the Neighborly Realty corporate 1-800-960-0860 for FREE)	\$50 / Month (or FREE)
Custom Business Cards - (Your First 250 Neighborly Realty business cards are FREE)	\$70 (First 250 FREE)
“Who Is Neighborly” Corporate Glossys - (Your First 10 Neighborly Realty corporate glossys are FREE)	\$4 / each (First 10 FREE)

Licensee / Independent Contractor should refer to their CAR (California Association of Realtors) form ICA and associated addendums between Neighborly Realty and Licensee / Independent Contractor, for terms and conditions associated with this relationship. Payment of commission in no way implies an Employee – Employer relationship.