



## REASONS TO CONVERT TO SAMSON PROPERTIES



### INCOME SOURCES (PAID FOR BY SAMSON PROPERTIES)

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- Manager's Salary
- Cardinal Title Group Incentives
- Recruiting Bonuses
- Mentor Program Earnings
- Coaching Revenue
- Golden Parachute Retirement Program

### RECRUITING AND RETENTION

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- One of the fastest growing companies in the area—added over 1000 agents in the last year!
- CEO and top management handles our recruitment program—we attract and educate agents FOR you and fill your office with REALTORS®.
- 100% commission structure is the most advantageous out there—with the best deal in town, agents are not going to look around for a better deal.
- *The Cardinal Club* rewards highest producing REALTORS® in the company for life.
- No fee for E & O insurance

## 23 OFFICE LOCATIONS

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- 23 office locations and growing (available for use by all Samson Properties REALTORS®)
- REALTORS® can conduct closings in any/all offices
- REALTORS® can host clients, utilize conference rooms, and/or desks at all offices
- Space for education and training in all locations
- REALTORS® can attend the training and education in all locations
- Easier to grow and add new products with the bulk discounts and resource-sharing of a big brand

## KV CORE

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- kvCORE—FREE for all of your REALTORS®
- Customizable websites
- Smart CRM
- Free lead generation
- Free Facebook ads for open houses & new listings
- Listing activity reports and market snapshots
- State-of-the-art tech stack
- Free customizable apps for both the agent and their clients
- kvCORE Listing Machine will launch listings with single property websites, listing videos, and much more
- kvCORE Social will fill REALTORS®' social media sites with fresh content, no doubt growing their business
- eXp charges \$84 a month fee. Typically REALTORS® pay \$1000 to \$1500 a month for this product.

## TRAINING AND EDUCATION

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- Samson University—Over 600 hours of video training in our library, including Basic Training, Contract Training, Listing Presentations, How to Win a Bid series, Dotloop, Tech, Video, Postcards, Bright, Orientation, and more
- Fresh, relevant classes and recently taped live class series posted daily
- In-person and online training available
- Our marketing specialists along with industry specialists will travel to conduct live training in the various offices. This includes Ninja training, Dialing for Dollars, Buyer Series, Seller Series, Continuing Education, Open House Training, Contract Training, Masterminds, and much more.
- In-house educational offerings take the responsibility off of you and puts it on us
- Committed to getting and keeping your agents successful and taking them to the next level
- Current pandemic of COVID-19 showed the power of our staff to educate our agents virtually

## CARDINAL NEST

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- Cardinal Nest intranet available for all REALTORS®
- An amazing, invaluable resource that includes all-things REALTOR® and Samson Properties related
- Message boards, full resource center, editable Buyer and Seller guides, location guide, broker, staff and agent directory, podcasts, watch live classes, calendar of events, Dotloop help, Cardinal Title Group help, and much more
- Plugs all REALTORS® into a living, breathing helpful universe that everyone can grow in

## TECH SUPPORT AND TRAINING

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- FREE Dotloop transaction management for all Realtors
- Social Media, Branding Video, and Tech training one-on-one and in group settings for all REALTORS®
- Free branding videos done for agents

## PRINT CENTER

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- In-House Print Center with free options, below-market pricing, quick turnarounds, and endless opportunities
- FREE 300 postcards to renters on open houses
- FREE 100 just listed cards for new listings
- 24- to 48-hour turnaround
- Staffed days, nights, and weekends
- Full mail service
- Graphic design with hundreds of templates to choose from
- Free training in-person and virtually

## CONCIERGE SERVICES

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- In-House Cardinal Concierge Services
- Staff in each office to act as Listing Marketing Package Specialists and Transaction Coordinators for as low as \$150 a transaction
- Use the services when you want and end up paying 1 to 4% of your commission for the services.
- Payment can be made at the closing table

## BROKER/LEGAL SUPPORT

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- Company attorney available for support
- Cardinal Nest lists over 15 Samson Properties brokers that are available for your agents to consult on legal or contractual concerns

## SALES MEETINGS, FAMILY CULTURE, FALL FESTIVAL

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- Family culture with our slogan “Be Nice and Be Professional”
- Livestreamed and REALTORS®-attended, interactive sales meetings 3 times a month with useful up-to-date market, training opportunities, and industry information
- Detailed notes distributed after the meeting with links to help summarize and guide your business
- Annual Samson Family Festival—all day party for REALTORS® and their families to attend—live entertainment, free food/drinks, games, moonbounces, ziplines, and so much more.

## CARDINAL TITLE GROUP

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- Our partner and key to success
- Amazing staff who fully cater to our REALTORS® and clients' settlement needs
- Growing and adding locations to even more conveniently serve our Samson footprint
- Employs Qualia for secure transactions
- Employs Zoccam for mobile Earnest Money Deposits
- Ability to do remote closings when allowable
- Current pandemic of COVID-19 showed Cardinal Title is creative and flexible—curbside closings