

# TK HOMES SPLITSHEET

## TEAM Lead flow/Split ratios

Lead Source	Agent Split	Team Split	Referral Fee-Outside	Admin Fee	Royalty Fee (MAX) - 45k Annually per TM	
Zillow Leads		40%	60%		\$799	
PPC/FB		50%	50%		\$799	
TM Sphere		70%	30%		\$799	Contributes to Royalty Capp
TM Sphere Referrals		70%	30%		\$799	Contributes to Royalty Capp
Veterans United		70%	30%	30% To Veterans united	649 off Agent Comm	
Opcity		70%	30	35-38% To Opcity	\$799	Contributes to Royalty Capp
Homelight leads		70%	30%	35% Homelight	\$799	
TK Handoffs	30%&40%	60%,70%	Buyers-40%	Listings-30%		

TK Sphere had off deals- As good as it gets

## Royalty Capp Details

Royalty Capp Details	Max	Max out benifit
Agent	70/30 Split up to \$45,000 a year	100% then \$500 fee per deal
Applicable Deals	Sphere or Team Member produced deals	
Mentor	Reduced personal Royalty cap	35k a year

## NEW CONSTRUCTION

Neighborhood Reps 1.70% Listing Commission is 5.6% total with 2.7% buyer payout

Substitute: \$2,500 for contact intro

Double sided(No Representation) 50/50 split of the 2.7% Buy Side

Does not contribute to the team royalty cap