

# Revenue Share 101 - US & Canada

## How does an eXp agent qualify for FLQA?

To qualify for FLQA an eXp agent must produce a minimum of \$5,000 GCI from **qualifying transactions** for the past 6 months (based on the actual close date).

## What is GCI?

**Gross Commission Income:** The commission on a transaction prior to transactional fees being applied.

## What is a qualifying transaction?

A qualifying transaction is:

- Not a personal sale
- It is not a BPO, referral, or lease/rental with a GCI of LESS THAN \$1,000.

## When does FLQA update?

FLQA updates happen on the first of every month and the system looks back 6 months to find all agents who have met the needed criteria.

## When do my personally sponsored agents become FLQA?

When an agent meets the criteria based upon closing a **qualifying transaction(s)**, the FLQA status will update the first of the following month.

## When do my personally sponsored agents lose FLQA status?

FLQA status updates the first of each month and evaluates the previous 6 months to see if the required criteria has been met. If the criteria has not been met, then that agent is no longer an FLQA.

## When is revenue share calculated?

When a revenue share-generating transaction is settled within our system.

## When is revenue share paid?

Revenue share is normally paid around the 20<sup>th</sup> of each month. The payout includes the transactions that were closed before the 1<sup>st</sup> of the current month and settled before the revenue share calculation process is initiated.