

REV. SHARE PLACEHOLDER ADDENDUM (“RSPA”) POLICY

Overview

- This Rev. Share Placeholder Addendum Policy (hereinafter, this “**Policy**”) is intended to describe, at a high level, the process used by eXp to enable any individual (whether licensed or unlicensed) desiring to affiliate with eXp (hereinafter, “**Candidate**”), to begin building a Revenue Share Group in the period preceding Candidate’s affiliation with eXp, by allowing new eXp real estate agent’s who have themselves been most influenced by Candidate to affiliate with eXp, to name Candidate as their respective Sponsor on their respective ICA. This process serves as a “placeholder” for the Candidate’s Rev. Share Position. This Policy is not intended to, and shall not, supersede, or in any way impact, the terms and conditions within eXp’s *Rev. Share Placeholder Addendum to Independent Candidate Agreement* (“**RSPA**”), which document shall establish the terms and conditions of Candidate’s participation in this process.
- While on a RSPA, the Candidate will not receive revenue share payments generated by real estate agents that have named Candidate as their respective Sponsor. However, your Sponsor (inclusive of the Revenue Share Group to which your Sponsor belongs) will receive revenue share payments generated by such real estate agents depending on the production of the agent(s) in Candidate’s contingent Revenue Share Group.
- Candidates under an RSPA will have up to 90-Days to complete their affiliation with eXp (extensions may be available in extenuating circumstances).
- The RSPA will put a hold on Candidate’s affiliation process with eXp. Candidate will not become affiliated with eXp as an eXp real estate agent until the affiliation process is completed, which would only occur as and when Candidate is ready to complete the affiliation process..

RSPA Application Process

- Candidate must first complete eXp’s joining application (commonly referred to as our “join app”). Use this link: <https://joinapp.exprealty.com/>
- Candidate must then complete the RSPA application. Use this link: [RSPA Application](#), for further information please see our eXplore Guide, available here: <https://explore.exprealty.com/>.
- Candidate’s request will be reviewed and a decision communicated within 3 business days via email.
- Once approved, the Candidate will be sent the RSPA to sign and return via Hello Sign.
*This form must be digitally signed by all parties in order for the RSPA to go into effect.
- Any real estate agent that wants to name Candidate as their Sponsor will need to manually type Candidate’s name into the join eXp application within the ICA, as the Candidate will not be activated in the system during the RSPA period.

RSPA FAQ's:

- **Must I transfer my license to eXp when I submit the RSPA?**

No. You will have until the end of your Affiliation Deadline (on or before the 90-day max) to transfer your license to eXp and complete the affiliation process.

- **Will I receive revenue share payments while on a RSPA?**

No, you will not, nor will you receive any retro payments. However, your Sponsor (inclusive of the Revenue Share Group to which your Sponsor belongs) will receive payments based on the production of those eXp real estate agents that have identified you as being their Sponsor.

- **Will I be able to market or brand my brokerage business with eXp branding while on a RSPA?**

No. You are not an eXp agent until you have completed eXp's affiliation process. You cannot announce yourself, or brand or advertise yourself, as being affiliated with eXp until such time as you have completed the affiliation process.

- **May I extend my approved RSPA past the 90-day max?**

Maybe. Determinations are made on a case by case basis for extenuating circumstances.

- **If I do not complete eXp's affiliation process before the end of my Affiliation Deadline but have recruited agent's to eXp will I be able to be paid revenue share?**

No, you must complete eXp's affiliation process before the end of your Affiliation Deadline to be eligible to receive Revenue Share.

- **Will I remain the Sponsor of an agent that has named me as their Sponsor if I do not complete eXp's affiliation process prior to the end of my Affiliation Deadline, but choose to complete eXp's affiliation process at a later date?**

No. You will not remain a Sponsor to those eXp agents that you recruited and that named you as being their Sponsor.

Questions or comments about the RSPA policy and/or process should be directed to

RSPA@exprealty.net