



About Thompson's Realty:

Founded Feb 27, 2008

Independently owned and operated

Designated Broker: Jay Thompson

Office Manager: Franci Thompson

Number of agents: 30 (as of May 25, 2011)

Brokerage Philosophy:

Our "motto" is: The Power of Technology with a Personal Touch. And we take the "personal touch" part of that very seriously. Real estate sales is a service-oriented business, and providing world class client service is the cornerstone of everything we do.

We do not subscribe to the common real estate brokerage practice of "hire anyone with a license and a pulse". We carefully vet every agent interested in joining the brokerage and we don't hire everyone that asks to join us. We want *exceptional* people working with us. Being at least somewhat "tech savvy" is helpful, but not required. We can teach you the technical aspects of the job. Your parents however taught you how to act appropriately, how to treat people, and how to be a good human being – if you don't have that, we can't teach it and you won't be joining Thompson's Realty.

We discourage (strongly) "single agent dual agency" (double-siding transactions). With very few exceptions, there is just no way to properly represent both the buyer and seller in the same transaction.

We encourage cooperation, not competition, between Thompson's Realty agents. There won't be any office meetings where "top producers" are patted on the back and given a certificate. We all work together to help each other succeed.

What we offer:

We are a "virtual brokerage" – we have no "brick & mortar" office space. We do have ideas and places where you can work outside of a home office, but let's face it – the vast amount of real estate sales activity takes place "on location". You talk to sellers at their property, and you work with buyers at homes they are interested in.

Our greatly reduced overhead expenses allow us to offer very aggressive commission splits:

First five transactions are at an 80/20 split.

Transactions #6 – 10 are at an 85/15 split.

All subsequent transactions are at a 90/10 split.

Splits do not "reset" every year. Reach a 90/10 split and you stay there as long as you are at Thompson's Realty.

All rentals are paid at a 90/10 split. Rentals do not count toward the "transaction count" for increased split levels.

Commissions are capped at \$12,000 annually. Reach \$12K paid to the brokerage and all subsequent transactions are at 100%.

The only fee is \$25/month for Errors & Omissions insurance. This is the rate paid regardless of the number of transactions you have in a month. (We do offer a small discount if you want to pay your E&O up front for the year - \$240 for the calendar year).

For sale signs and post installations are paid for. If you want a custom sign, that will be at your expense, but we'll pay for the post installation / removal.

There is no charge (other than your standard split) for office generated leads (accepting office leads is optional).

You have the option to be scheduled to take the office phone. We forward the office phone to your cell phone so you can do "floor time" wherever you happen to be – you're not chained to a desk. Leads that come to you from the office phone are paid at your split, there is no additional charge.

We can build and host "single property websites" for your listings. All you have to do is provide a URL (domain name), photos and text. We'll do the rest.

We can also host a blog for you, if you happen to have one. And if you're interested in starting a blog, we can help with that too. No charge.

We use SureClose (web-based software) for transaction management. There are no fees for this.

We use PaperFree Agent (web-based software) for internet lead distribution and management. There are no fees for this. Our web presence generates 500 – 600 leads per month.

We encourage the use of electronic signatures for contract/paperwork signings.

We pay direct from title whenever possible. When the title company won't cooperate, we pay your commissions the day the office receives them.

You have virtually unlimited ability to run your business how you deem best (within legal and ethical limits of course!) We don't saddle our agents with unnecessary rules, policies and paperwork.

Still Interested?

We'd love to talk to you about joining Thompson's Realty! We're a little biased, but we think it's a great place to be an agent! You're also welcome to contact any Thompson's Realty agent and ask them what they think. In the 3+ years we've been open, not one single agent has left Thompson's for another brokerage. That says a lot...

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www.PhoenixRealEstateGuy.com

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