List n Show®

TEAM LEADER GUIDE
For agents ready to lead

Lead a team. Keep 100%.

Build your own team at List n Show™. Lead – Mentor – Grow.

Whether you're mentoring one new agent or managing a full production group, List n Show™ gives you the tools, structure, and freedom to lead confidently and grow profitably.

100%
Commission for you **and every agent** on your team

No cap
on what your team keeps **— no brokerage splits**

7 days
a week of support from **two experienced brokers**

01 — THE OPPORTUNITY

Why build a team? Leverage that scales.

No agent can be in two places at once. A team lets you host simultaneous open houses, cover each other's showings, and keep every client cared for. With a team, you can:

- ✓ **Leverage your time and delegate admin tasks**
- ✓ **Increase production through collaboration**
- ✓ **Earn more from shared success**
- ✓ **Focus on leadership and growth**

What a well-built team delivers

01 Increased productivity

Delegate lead generation, marketing, and paperwork by role, so agents focus on consultations, negotiations, and closings.

02 Expanded market presence

Serve more clients across a broader area, with members specializing by neighborhood, price point, or client type.

03 Complementary expertise

Buyer agents, listing specialists, coordinators, and marketing staff create a fuller service — and learn from each other.

04 Better client experience

Faster responses and more consistent communication mean smoother transactions, repeat business, and referrals.

05 Scalability and growth

With documented systems and defined roles, add members, enter new markets, and take on more complex deals.

Important note

Success takes intentional planning, strong leadership, clear roles, and a culture aligned around shared goals.

02 — THE ECONOMICS

Grow your team. Not your overhead.

No brokerage splits means no revenue lost to the company as your team scales. Your team's production stays with your team.

COMMISSION

100%

For every agent you add — and for you.

1. **No brokerage splits**
   Every agent keeps 100%. Nothing is lost to the company as you scale.
2. **Your structure, your rules**
   Set your own internal splits, bonuses, and incentives for your team.
3. **No brokerage cap**
   There's no limit on what the team keeps.

INCLUDED

- ✓ 100% agent commission
- ✓ Broker support 7 days a week
- ✓ Technology & digital transaction tools
- ✓ Proprietary forms library

YOUR ONLY FEES

- $ **$100** monthly platform fee
- $ Risk management fee per completed transaction

Optional: Transaction Coordinator services — pay only when you use them.

No splits. No extra fees. No dues.

- ✕ **No commission splits**
- ✕ **No agent transaction fees**
- ✕ **No franchise or desk fees**
- ✕ **No tech fees**
- ✕ **No annual company dues**
- ✕ **No annual REALTOR® dues**

A brokerage within a brokerage.

A team is two or more licensed List n Show™ agents working together under a shared team name. You recruit, train, and support them — within the brokerage's supervision and compliance framework.



YOUR ROLE AS TEAM LEADER

The Rainmaker

- Training, guidance, and accountability
- Generating or overseeing lead flow
- Implementing systems and processes
- An environment that supports professional and personal growth

Roles you can build around you

Buyer Specialist
Represents buyers from first consultation through closing.

Listing Manager
Runs seller files from listing to contract — marketing, showings, updates.

Transaction Coordinator
Keeps every deal on schedule and compliant from contract to close.

Marketing Director
Owns the brand, CRM campaigns, listings content, and social media.

Administrative Assistant
Manages systems, budgets, and lead tracking behind the scenes.

Inside Sales Agent
Works the phones and follow-up to turn leads into appointments.

Unlicensed assistants may not perform licensed activities, such as advising clients or negotiating.

04 — WHAT WE PROVIDE

You lead.
We back you up.

We handle compliance, systems, and support. You focus on leading.

Operational guidance

Help with team setup, compensation models, and workflows.

Technology & tools

Full supervisory access, built-in CRM, e-signatures, transaction management, and our proprietary Forms Library.

Marketing & branding

Professional templates, logos, and ad guidance to keep your team compliant and on-brand.

Broker support

Direct access to experienced brokers for contracts, compliance, and operations.

2
Brokers

Decades
of experience

7 days
a week support

Training for your agents

1. One-on-one mentoring with experienced agents
2. Hands-on training on contracts and negotiations
3. Real-world coaching on live deals
4. Technology training on our tools and forms library

Paperwork, handled

Optional Transaction Coordinator support keeps every file on schedule from contract to close. Pay only when you choose to use it.

Lead from the front.

Teams thrive when agents feel supported, challenged, and fairly rewarded. Top-producing leaders protect time for three income-producing activities — even as volume grows.

A

Lead generation

Prospecting, sphere and referral business, drip campaigns, and digital marketing — done consistently.

B

Listing appointments

Listings are the engine: they create leverage, visibility, and buyer leads through signs, online exposure, and open houses.

C

Contract negotiation

Stay directly involved in offers, inspection and repair negotiations, and final acceptance decisions.

Key rules for new teams

01 **Lead generation is non-negotiable**

Talented agents join and stay when they get more opportunities than they could generate alone.

02 **Build operations before sales**

Admin and coordination support is the backbone that lets agents work efficiently and at higher volume.

03 **Think like a leader**

Distribute leads regularly, train your people, and set clear goals and accountability standards.

04 **Match splits to support**

More back-office support can justify a lower internal split — agents gain capacity to close more.

Launch your team in four steps.

From your first conversation to your first team closing, our brokers walk you through every stage.

1 **Meet with Broker Support**

Discuss your goals and the structure that fits your business.

2 **Select your members**

Choose licensed agents or assistants who fit your vision. Many teams use a trial period to confirm the fit.

3 **Define roles & compensation**

Use our sample Team Agreement to set responsibilities, splits, and expectations clearly.

4 **Launch your team**

Go live with full access to our tools, systems, and ongoing broker support.

REAL ESTATE TEAMS

You may be ready to lead if…

- ✓ You have more business than one agent can serve
- ✓ You enjoy mentoring and developing agents
- ✓ You're ready to invest in systems and support
- ✓ You want to grow beyond your own production

Leadership starts here.

With List n Show™, you'll have everything you need to lead, mentor, and grow on your own terms — while we handle the compliance, systems, and support.

Empower your future. **Elevate your brand.** **Grow your legacy.**

Keep your commission. Count on your brokers.

Schedule a confidential conversation.

List n Show®

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