

THE DJ & LINDSEY TEAM



**WHAT YOU NEED TO KNOW ABOUT JOINING
THE #1 FASTEST-GROWING TEAM IN REAL ESTATE**

1009 A1A Beach Boulevard
Saint Augustine, FL 32080

10550 Deerwood Park Blvd
Suite #602
Jacksonville, FL 32256

2000 PGA Boulevard
Palm Beach Gardens, FL 33408

WorkWithDJandLindsey.com

IMPORTANT QUESTIONS YOU SHOULD ASK WHEN INTERVIEWING AT ANY BROKERAGE.

If I were to look on MyFloridaLicense, How many agents are licensed under this brokerage?

When I have access to the MLS, and have access to production statistics, how many units did this brokerage sell so far this year?

When I finish the training you provide me, what will my Day 1 look exactly like?

Now that I'm my own boss, what are my initial start up costs going to be?

I'm an ambitious, motivated self-starter, What other growth opportunities does your company offer? And how fast can I get there? What does that pay structure look like?

How Mr./Mrs. Broker, can you guaranteed that I will sell 25 houses in my first year with your brokerage?

What forms of training and continuing education do you provide?

What structure of business entity formation is typical?

What marketing do you do for the brokerage? What marketing materials do you provide to agents? how will the marketing for the brokerage directly impact my income?

How do you support new agents to stay in the business long-term?

Do you have a commission cap? If so, what is it and why?

Is there administrative support? How will the admin support help my individual business?

Are there leads provided? How often? How many each day or each month?

Is there a transaction coordination support? How much does that cost? And what tasks will they complete for me?

BRING THIS FREE RESOURCE WITH YOU TO ANY INTERVIEW

WHAT WE OFFER... AND THEN SOME.

TRUE MENTORSHIP AND TRAINING

Training is a HUGE word when choosing a brokerage. it could potentially make or break your career. That's why our leadership team is out of production... meaning they are NOT out showing property and trying to sell homes. We've created a leadership team of seasoned mentors who help you understand the ins and outs of real estate. Their sole job is to ensure your deals get to the closing table, mentorship, and beyond. These mentors will be with you through your first 3 deals. The best part? Even after you "graduate" mentorship, this team is still available to you at all times!

SOCIAL MEDIA MARKETING

We share our listings & just sold properties on our Instagram & Facebook accounts, reaching around 23,000 people, featuring our agents.

Follow us for examples of how we use these platforms to expertly market our agents:
@djandlindsey

PAID DIGITAL ADVERTISING

We contract with a leading digital advertising firm in addition to having our own personal marketing team. We produce and run targeted ads for our listings and run and manage paid advertising for your properties on Instagram and Facebook- at no cost to you.

PRE-MARKETING

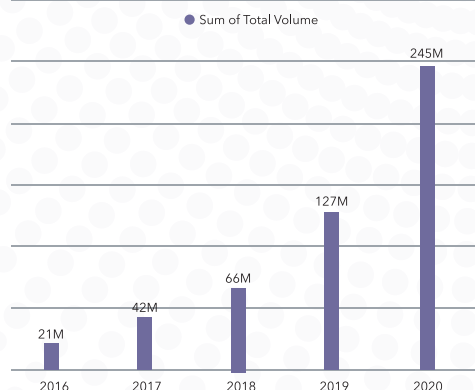
Our marketing team pre-markets ALL of our listings to our full database of leads. When a lead in your system is interested in seeing one of our properties, the marketing team will reach out directly to you.

GROWTH

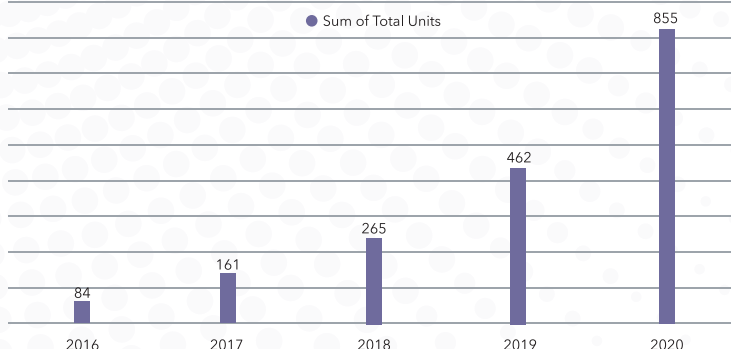
2020 was a record year for us. We had 855 closed transactions. this year, we're off to an even hotter start, tracking for 2,000 closed transactions!

WE ARE GROWING... AND YOU CAN GROW WITH US!

VOLUME YEAR OVER YEAR

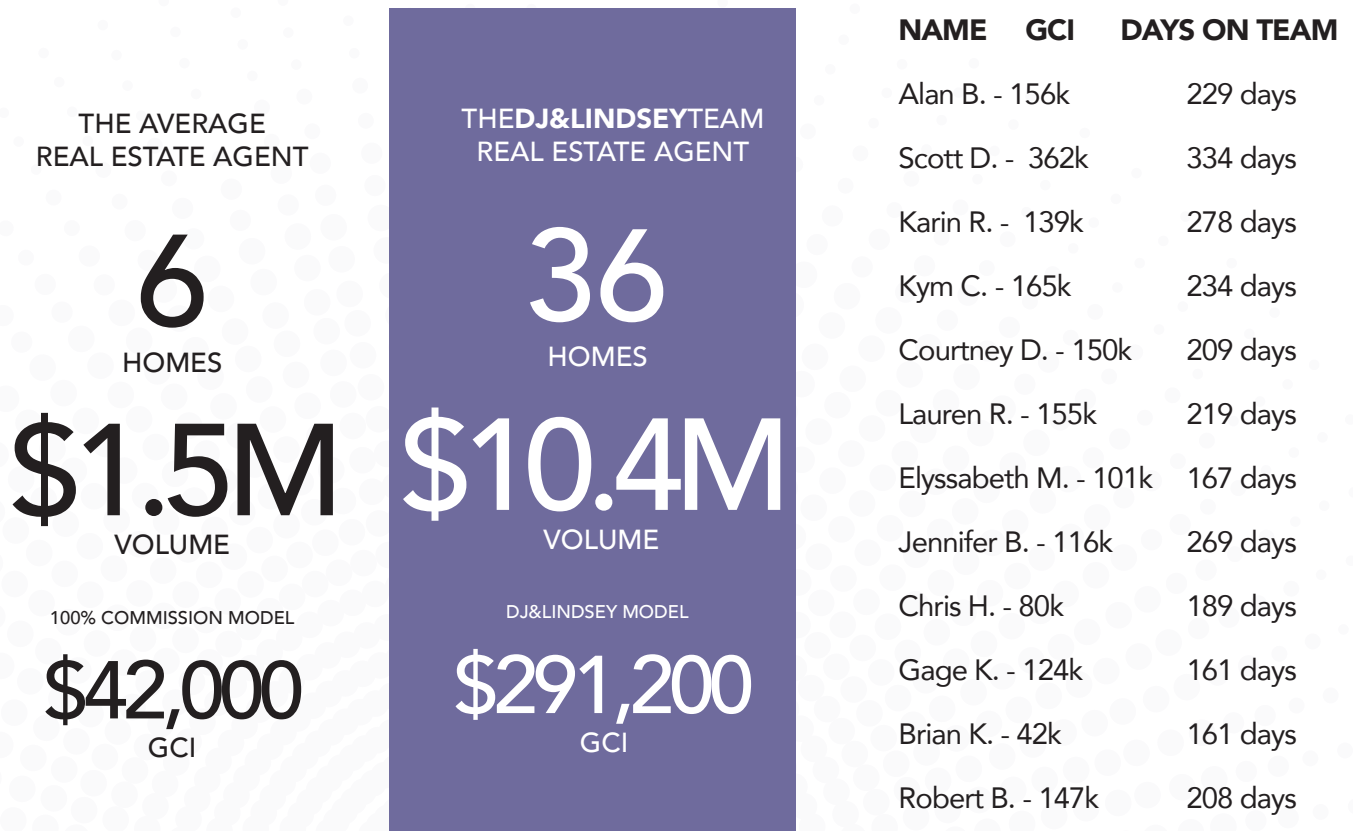


UNIT COUNT YEAR OVER YEAR



HOW MUCH MONEY WILL I EARN?

When you're a member of the DJ & Lindsey Team, we guarantee you will sell 30 homes in your first year with us! Using our proven system and our mentorship, we work along side with you to ensure your success! Here's just some of our scholarship recipients that have joined our team!



GCI: **GROSS COMMISSION INCOME** before any split to a brokerage or any business expenses.

WHY ARE THESE SO DIFFERENT?

AGENTS **NOT** ON THE DJ & LINDSEY TEAM, on a high average, sell 6 homes a year. Although they have the option of joining a brokerage allowing them to keep 100% of the money earned from the sale, They also carry over-head and all marketing and business expenses.

What is overhead?

Any materials/resources/services needed to complete the sale & to further business. Anything from Signs to photographers, videographer, website, marketing campaigns, billboards, admin support, transaction coordination & most importantly, leads!

Leads cost **a lot** of money! Some independent agents are spending \$7,000-\$12,000 a month just on purchasing leads!

NUMBERS FROM BROKERAGES

IT'S VERY IMPORTANT YOU UNDERSTAND **THE REAL OPPORTUNITIES THAT YOU WILL BE GIVEN AT YOUR NEW BROKERAGE.**

In 2020, only 13 Teams in the entire country sold 1,500 homes in a single calendar year!

We closed 391 transactions in Q1 of 2021...
That puts us on track for more than 2,000 transactions 2021!

This team has 65 agents

That's 30 HOMES sold PER AGENT.
How many agents do you know that sell 30 homes per year?

*How many of them work at **this** brokerage?*

WHAT DOES THIS MEAN TO YOU?

YOU CAN CALCULATE YOUR OPPORTUNITIES AT **ANY** BROKERAGE WITH THIS SIMPLE FORMULA:

$$\frac{\text{NUMBER OF CLOSINGS}}{\text{NUMBER OF AGENTS}} = \text{Average NUMBER OF SALES per agent}$$

We guarantee our agents will sell **AT LEAST 30 homes** per year!

WHY OUR LEADS ARE TOO BIG TO FAIL ...

According to the National Association of REALTORS®
Profile of Home Buyers and Sellers,

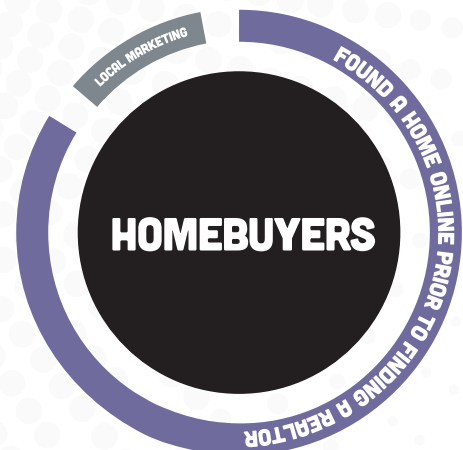
97% of Home buyers **used the internet** to
find the home they purchased.

ONLY 3% OF PEOPLE FOUND HOMES USING LOCAL MARKETING.

The partnerships our company has made with



ensure that you have premiere access to where
the **majority** of homebuyers are finding
the homes they **purchase**.



OUR PARTNERSHIP WITH REALTOR.COM

Affiliated with the National Association of Realtors and linked to over 580 regional Multiple Listing Services, Realtor.com listings are the closest to the gold standard. They have no option to search “for sale by owner” listings and no option for home sellers to list their property for sale. The customers searching realtor.com are there for one thing only... to get connected to a realtor based on property inquiry. also... The DJ & Lindsey team is a realtor.com market vip... meaning you couldn't buy these leads even if you tried.

WHAT THIS MEANS FOR YOU.



Receive high-quality connections

These aren't just any online leads. These are live-transfer connections to prescreened, ready homebuyers and sellers who are actively inquiring about homes in NorthEast Florida on realtor.com.



Add predictability to your pipeline

No more worrying over touch-and-go lead flows or leaving your pipeline volume to chance. Access a steady stream of opportunities that will help you exceed your business goals.



Close more deals, in less time

Connect with homebuyers who are financially motivated to work with you as part of the realtor.com®-sponsored Client Rewards program. Client Rewards-eligible consumers close more often and in less time, on average.



Get direct, 1:1 connections

Market VIP connections are exclusive to our The DJ & Lindsey Team for six months. Once you've been connected to a consumer, any subsequent property inquiries they submit on realtor.com will be routed directly to you.



Increase online lead conversion

Spend less time chasing dead-ends, and more time at the closing table. The DJ & Lindsey Team's Market VIP status gives you unique access to online leads that convert at rates up to 3-5x above industry average.



Cut ahead of the competition

Realtor.com® Market VIP agents get to “cut the line” and claim our share of live-transfer connections before they're offered to local agents in the realtor.com® Core network. This VIP access can be a true game changer for your business.

OUR PARTNERSHIP WITH



Traffic to Zillow's mobile apps and websites in the third quarter of 2020 reached a record **236 million** average monthly unique users, up **21%** year-over-year. Zillow's core Premier Agent business, an advertising service for realtors, saw revenue rise **24%** to **\$298.6 million** and its Mortgages segment increased revenue by **114%** to **\$54.2 million**.

WHAT THIS MEANS FOR YOU.



1,000
DIRECT BUYER LEADS
PER MONTH



ZILLOW OFFERS
BUYING AND SELLING HOMES TO
ENSURE MARKET LONGEVITY
AND STABILITY.



BROKER PARTNER
1 OF ONLY 4 BROKERAGES IN
THE STATE. ZILLOW HAS AN
EXCLUSIVE PARTNERSHIP
WITH THE DJ&LINDSEY TEAM.

#1

#1 IN CONVERSION
WORKING WITH THE HIGHEST
CONVERTING ZILLOW OFFERS
TEAM/BROKERAGE IN THE
ENTIRE COUNTRY.

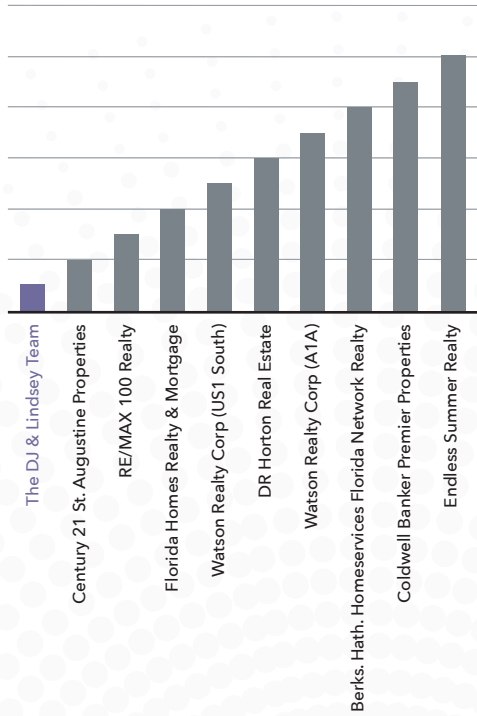


VALUED TRUST
ZILLOW HAS A \$32.75 BILLION
MARKET CAP. ZILLOW HAS
PLACED THEIR TRUST IN THE
DJ& LINDSEY TEAM TO MANAGE
AND MARKET ARMS OF THEIR
BUSINESS.

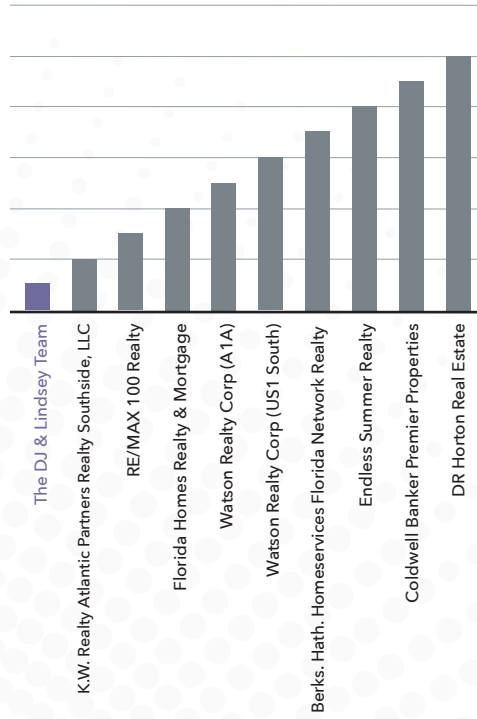
WorkWithDJandLindsey.com

OUR CLIMB TO THE TOP

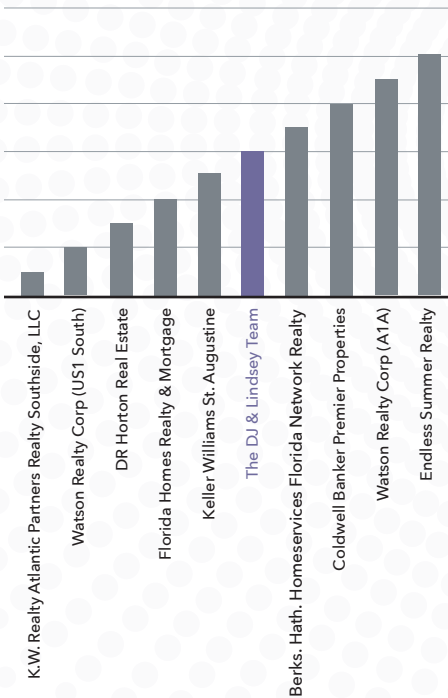
2017



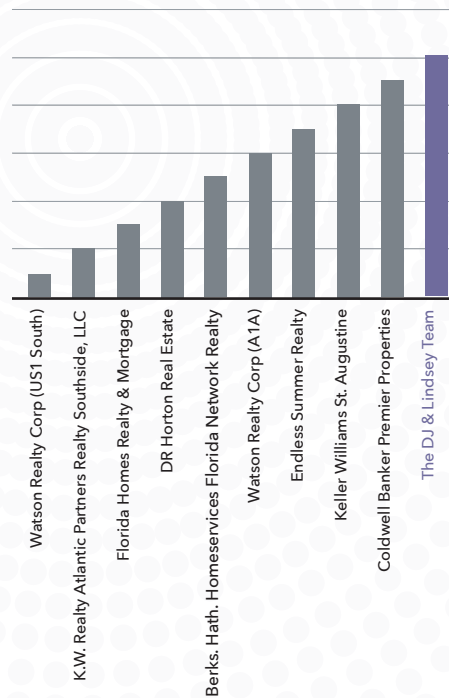
2018



2019



2020



2021

