

SCRIPT:

FLQA Reduction



Use this script to talk about REV Share 2.0's refined Front Line Qualifying Agent (FLQA) thresholds, which remove barriers to growth and make it more accessible.

"Let's dive into some exciting enhancements to eXp's FLQA requirements and how they work. Remember, our revenue share model is based on a total of 7 levels."

"Our aligned compensation model is all about rewarding agents for bringing fellow productive agents over to join us at eXp, which is why qualifying for revenue share on each level requires a certain number of agents in your front line, who we call front line qualifying agents or FLQA when they've produced a specified amount of GCI in the previous 6-month period."

"eXp heard our feedback loud and clear: opening up additional levels was challenging for us as agents based on the previous FLQA requirements. As a first step in June 2023, they lowered the FLQA requirement for level 7 from 40 to 30 to start removing those barriers to growth."

"So, what's changing? Now, they're lowering FLQA requirements for levels 2 through 6. Levels 1-3 will ALL unlock with 0 FLQA. Before, we needed 5 FLQA to unlock level 2 and 10 FLQA to unlock level 3."

"Levels 4 through 6 are all getting lowered by 10 FLQA, making level 4 now unlock at 5 FLQA, level 5 at 10 FLQA, and level 6 at 15 FLQA. This is huge."

These changes are all about making revenue share more accessible and rewarding, opening up new opportunities for everyone to qualify to earn revenue share.