



Weichert, Realtors Commission Schedule
For use in Weichert, Co.
(except Region A9, Princeton, Princeton Jct., East Windsor and Hamilton Square)

Level	Associate Earnings (based on 50/50)	Rate
Level 1	0 – \$19,999	50.00%
Level 2	\$20,000 – 29,999	53.00%
Level 3	\$30,000 – 39,999	54.50%
Level 4	\$40,000 – 49,999	56.50%
Level 5	\$50,000 – 59,999	57.50%
Level 6	\$60,000 – 69,999	59.00%
Level 7	\$70,000 – 79,999	61.00%
Level 8	\$80,000 – 89,999	62.50%
Level 9	\$90,000 – 99,999	63.00%
Level 10	\$100,000 – 109,999	63.50%
Level 11	\$110,000 – 119,999	64.00%
Level 12	\$120,000 – 129,999	65.00%
Level 13	\$130,000 – 139,999	66.00%
Level 14	\$140,000 – 149,999	67.00%
Level 15	\$150,000 – 159,999	68.00%
Level 16	\$160,000 – 169,999	70.00%
Level 17	\$170,000 – 179,999	71.00%
Level 18	\$180,000 – 189,999	72.00%
Level 19	\$190,000 – 199,999	73.00%
Level 20	\$200,000 – 224,999	74.00%
Level 21	\$225,000 +	75.00%

Notwithstanding the chart above, Associate’s Commission Split Percentage on Rental Transactions, Weichert Lead Network, Weichert Relocation Resources Inc., Capital Properties, and Historic Homes business shall be the lesser of either fifty percent (50%) or the commission split percentage as set forth in Associate’s Independent Contractor Agreement with Broker.

Total Commissions: Total Commissions are those commissions, bonuses, and retainers collected from listings, sales, or rentals of property received by the Broker on transactions attributable to the Sales Associate.

Base Earnings: Base Earnings are that portion of Sales Associate’s income that is equal to the lesser of either fifty percent (50%) or the commission split percentage set forth in Associate’s Independent Contractor Agreement of the Total Commission collected excluding flat commissions received by Broker in accordance with its compensation policies, commissions paid relating to the Home Purchase Program, commissions relating to transactions in which less than full commission was collected at closing, and commissions relating to transactions referred from Weichert Relocation Resources, Inc., Weichert Lead Network (including Rental network), Rental Transactions, Capital Properties and Historic Homes divisions. Sales Associates advance through the Associate Base earnings ranges on Base Earnings only. Notwithstanding the foregoing, if Associate’s commission split percentage is lower than 50% pursuant to Associate’s Independent Contractor Agreement with Broker, Base Earnings will be equal to the lower percentage of the Total Commissions.

Overbase Earnings: Overbase earnings are that portion of Sales Associate’s income that is greater than 50% of the Total Commissions attributable to the Sales Associate.

Salespersons advance through the Commission Levels on Base Earnings only.

Effective January 1st of each calendar year, Salesperson’s beginning Commission Level shall be one level less than Salesperson’s Base Earnings Commission Level as of December 31st of the previous calendar year. Salesperson shall then have unlimited potential to increase commission levels during the then current calendar year.

Check one box:

- Salesperson will begin on Commission Level 1.
- Salesperson has previous real estate experience, with previous income of _____, and will begin on Commission Level _____. (1099 attached)

THIS COMMISSION SCHEDULE MAY BE REVISED, WITHDRAWN, OR REPLACED BY BROKER AT ANY TIME.

Broker: James M. Weichert _____ **Date:** _____
 (Signature)

Salesperson: _____ **Name:** _____ **Date:** _____
 (Signature) (Printed)

Manager: _____ **Name:** _____ **Date:** _____
 (Signature) (Printed)

RVP: _____ **Name:** _____ **Date:** _____
 (Signature) (Printed)

Office Name: _____