



**YOUR** Business,  
**YOUR** Life,  
**YOUR** Way



**RE/MAX<sup>®</sup>**  
United Vision

Each office independently owned and operated



*'To provide our Sales Associates the highest possible compensation, with the best support and services at the lowest possible cost.'*



# ‘Everybody wins’ The RE/MAX story...

No doubt you’ve heard other people’s versions of RE/MAX. Some of what you have been told will be accurate, some not. Most of what others will have offered you will be coloured with bias.

## **Contained within, are the facts.**

You will agree that the RE/MAX system clearly works. 120,000 plus sales people from 68 countries around the world will attest to that. In fact, it has been statistically proven that no real estate organisation in the world sells more real estate than RE/MAX.

Why? It’s in the doing. The RE/MAX system rewards the people that do the work!

We trust that the information contained herein will bring clarity and allow you to find your place in RE/MAX. Tell your colleagues—if they are of similar quality to you, we’re happy to also share this information with them.

*Ron & Lenore Sieber*  
RE/MAX United Vision

A photograph of a modern office reception area. The walls are a vibrant red, and the ceiling features large, curved, red architectural elements with recessed lighting. In the center of the red wall, the 'RE/MAX UNITED VISION' logo is displayed in white. The logo consists of 'RE/MAX' in a large, bold, sans-serif font with a diagonal slash through the 'E', and 'UNITED VISION' in a smaller, all-caps font below it. Two framed certificates or awards are mounted on the wall, one on each side of the logo. A long, curved reception desk with a light wood-grain finish and a glass top is in the foreground. Behind the desk, there are several wooden cabinets and drawers. On top of the counter behind the desk, there are various items including brochures, a small digital display, and other office supplies. The floor is made of light-colored square tiles.

**RE/MAX**<sup>™</sup>  
UNITED VISION

offices located  
at Carina,  
Coorparoo,  
and Holland Park

# the phenomenon

**RE/MAX is the fastest growing real estate organisation in the world.**

Business magazine, Entrepreneur, has recognised RE/MAX as the number one real estate franchise in the USA for the past 4 years and in its recent Franchise 500 magazine, RE/MAX is the No. 1 Real Estate and 11th fastest growing company in the world today.

RE/MAX is listed in the much publicized hard-cover business book '50 Companies That Changed The World' alongside the likes of the giant Microsoft.

Having revolutionised the real estate industry throughout the world, RE/MAX has boldly challenged the Australian market. After 10 years of business in this country, RE/MAX has over 100 offices with a sales force in excess of 700 performers all around Australia offering their real estate clients a new, more professional level of real estate practice.

RE/MAX is people focused - a new culture in our industry. RE/MAX want to be represented by the industry's finest. Ultimately, it is the quality of its people - sales professionals - who have made RE/MAX the giant it is today.

**The fact that this booklet is now in your hands means that you too, have been given a great opportunity. Analyse where you are today, where you would like to be and examine the alternative on offer with RE/MAX.**



# flexibility to work how & where **you** like



RE/MAX Sales Associates have a transparent career path. A unique program to develop sales people into real estate professionals. Ultimately in business for themselves, not by themselves.

**RE/MAX is about you and your success!**

*No veiled promises, RE/MAX provides:*

- Choice of commission options
- Flexibility to work how and where you like
- No farming area restrictions
- Individual marketing freedom
- Personal email address & your own website
- Personal direct phone line and number
- Members only internet support sites
- Online international training
- International resources, local knowledge

Michael Kettle Sales Associate 0419 728 807

Zane Pitt Broker/Owner 0408 822 320

Peter Hill Broker/Owner 0418 879 885

Tim Burrough Broker/Owner 0418 666 356

## They joined!

Tony Nash Broker/Owner 0408 989 555

Lynn Griffiths Sales Associate 0418 180 889

Beverley Philpott Broker/Owner 0414 880 001

David Philpott Broker/Owner 0414 422 889

Tony Parker Sales Associate 0412 173 988

Ros & Bob Martin Sales Associates 0411 181 120

Michael Knights Sales Associate 0409 018 778

Leann Selfe Sales Associate 0412 719 829

Rod Baker Sales Associate 0418 708 545

Martin Hood Broker/Owner 0411 220 736

Colin Jeffery Broker/Owner 0418 882 631

John Kalaja Broker/Owner 0414 844 111

Ron Ranson Broker/Owner 0418 909 410

Brendan Robertson Sales Associate 0417 936 408

Cecily Robertson Broker/Owner 0417917544

Marion Grice Broker/Owner 0412 960 744

Mark Stevenson Broker/Owner 0423 478 044

Michel Hyde Sales Associate 0403 345 543

Kylie Whittle Sales Associate 0402 240 687

## why?

All our members have come from other networks.  
Ask them why?

### The transition is not difficult!

*'The truth of the matter is  
that we always know the  
right thing to do. The hard  
part is doing it.'*

*Gen H. Norman Schwarzkopf*



#### ZANE PITT

*Top Salesperson and Principal  
previously with LJ Hooker*

"Most of my sales career I've worked with the freedom of running my own business within the parameters of another business, choosing how and when I'd work. RE/MAX just does it bigger and better with greater financial rewards."  
Zane can be contacted on 0408 822 320.



#### JOHN CULLEN

*Top Salesperson then Principal  
previously with Ray White*

"When I heard that RE/MAX was ranked higher in growth than even McDonalds and KFC, it became prudent to investigate why this company was so successful. I discovered that the RE/MAX system and culture was indeed very different from any I'd seen and was the destination for quality real estate professionals in Adelaide. After being a Principal for 3 years I found my priorities had changed. Financial freedom was paramount in my new direction and RE/MAX gave me everything I was seeking. They're all about the people and giving them the freedom and support to become as successful as they choose. I now have the opportunity to provide a far superior service to my clients than ever before and am not in any way restricted in the areas of Adelaide I can service. With a new baby on the way, I needed permanent time in my week for my family. With RE/MAX I come and go as I choose ..... RE/MAX gave me my life back!"  
John can be contacted on 0411 607 888.

# personal marketing & promotion to the MAX!



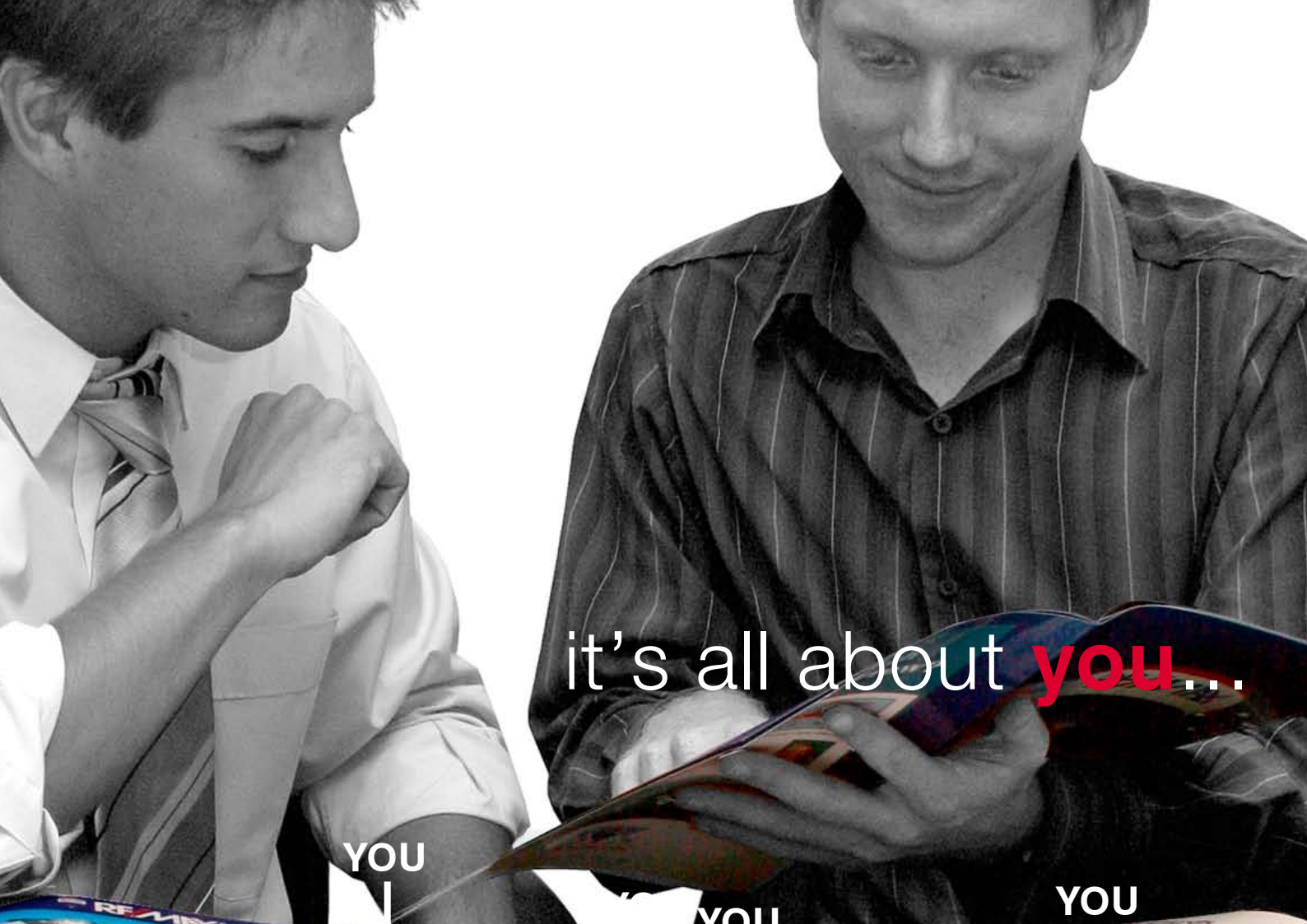
We have the ability and facility to design and launch **'YOU'** into the market place. Variety, creativity, personality and resources.

**It's all about you.** We want **you** to build and maintain the strongest personal profile possible and we actually help **you** do it!

**Take a look at the extensive range already available...**

*'It's about you and your  
profile, we'll help you  
build it'*





it's all about **you**...





# the RE/MAX difference



**RE/MAX is the only franchise network offering a real point of difference.**

- **Commission options that suit you!**
- **Hours of work, that you choose!**
- **No marketing restrictions or boundaries!**
- **Your own phone number**

**Ask yourself these questions.**

Do you have options and choice of commission structure? **YES**

Can you market wherever you wish with no farming restrictions? **YES**

Do you have the freedom to market yourself how you wish? **YES**

Do you have the freedom to advertise your client's homes as you believe necessary? **YES**

Do you have your own phone number and direct line to your desk? Is it secured by password to protect inquiry? **YES**

Do you have your own personal email address? Are you allowed the privacy to receive and send from your own desk? **YES**

*At RE/MAX*

*Your office today?*



Our business is  
about **YOU!**

*At REMAX*

*Your office today?*

Do you have your own, easy-to-use database software to manage your network of clients?

**YES**



Who owns your client database?  
If you leave, can you take it with you, or sell it?

**YES**



Can you plan your vacations and work the hours that suit you?  
With RE/MAX, you don't have to answer to anyone. Is this the same at your current office?

**YES**



Do you have the freedom to negotiate the rate of commissions you need to clinch a listing...with no recriminations later??

**YES**



How strong is your current sales training? RE/MAX offers you instant sales training on a daily basis. At the click of a mouse, you'll have access to online international training via RE/MAX's own satellite TV network and university.

**YES**



Can you employ sales people and build your own team?

**YES**



Are you offered a complete marketing resource library designed to promote you?

**YES**



If you ever leave, can you take your listings with you?

**YES**





# a closer look at your

RE/MAX associates have the option to earn up to 100% commission on every sale. In return, for all the office administration and marketing support, you are asked to pay a contribution towards these services each month. This is the 'desk fee' that our competitors perceive as being untenable and unaffordable. Your own office may have tried to apply this fear factor to you and your sales colleagues?

Nothing could be further from the truth. We prefer to call this monthly contribution our 'shared office expense.' This monthly charge will be far less than the one you are already paying. Yes, that's correct—you are already paying a desk fee where you are but you just haven't recognised it! Think about every commission you earn and the 50% (or more for some agents) that you hand back to your principal?? Very expensive desk fee!!

The RE/MAX system is transparent. Our commission options allow you to start at your comfort level and grow at your own speed. 50/50; maybe 70/30; or up to 100% - your choice!!

Ask about our "stress-free payment option."

If you are like most agents in a traditional office, you will often look at your pay cheque in dismay and ask "Is it all really worth it??!!!"

**With RE/MAX ..... absolutely!!! Once a sales associate joins us and reaps the rewards, without exception, they wonder why they didn't make the move sooner.**

**How much is it costing you NOT to be at RE/MAX United Vision?**



*RE/MAX is  
an acronym for  
'real estate maximums'*

# earnings

do the numbers

### Compare a typical sale commission ....

Sale price average commission = \$10,000

Traditional split 50/50 = \$5,000 (less expenses) to you.

**With RE/MAX = \$10,000 (less expenses) to you.**

### Now compare a typical month ....

2 sales @ \$10,000 commission each

		<b>RE/MAX®</b>	<b>Your Office</b> (based on 50/50 split commission)
<b>Gross settled commissions</b>		<b>20,000</b>	<b>20,000</b>
<b>LESS:</b>			
Franchise fee		(8%) (1,600)	(10%) (2,000)
Shared office expenses	1,225		(50%) (9,000)
Office management fee	550		
Marketing & Training Fund (Australia)	155		
Head Office Administration fee	275	(2,205)	
<b>YOUR GROSS INCOME</b>		<b>\$16,195</b>	<b>\$9,000</b>

**That's \$7,195 or more in your own pocket every month!!**

**That's equivalent to an extra \$86,340+ per annum!!**

**Just by doing exactly what you are doing now!**

*This is an example only.*



# where are **you** today?



If you asked your current boss what he believed was his 'core product', he would probably respond with 'listing and selling properties.'

At RE/MAX, we look at things differently. We know our core product. It's creating an environment for agents like you to become their best, while allowing them to strive for success at a level and pace they're comfortable with.

We provide a supportive and harmonious office environment where people are genuinely valued and supported to the highest level in their endeavours to improve themselves.

At RE/MAX we realise there is strength in sharing. That is why you will find documents, information, marketing aids and the latest

technology at your fingertips, for your own use on a daily basis. Concepts from around the world are shared and available online.

RE/MAX and the RE/MAX University offers you sales and motivational training through its exclusive satellite TV channel. This is a world-first in the industry! Here you can view news about other RE/MAX colleagues, motivation, sales education and training online at a time of your choosing.

At RE/MAX, we believe it is crucial for you to take time out to devote to the personal side of life—your family and friends—and will always encourage you to keep your working hours in balance which will help recharge your energies.

**At RE/MAX, you get your life back.**

# snapshot



<b>Traditional - NOW</b>		<b>RE/MAX</b>
• Phone number	Office	<b>Your own</b>
• Promotion	Office	<b>You</b>
• Website	Office	<b>You</b>
• Commission favours	Principal	<b>You</b>
• Build a team	Principal	<b>You</b>
• Accountability	Principal	<b>You</b>
• Technology	Principal	<b>You</b>
• <b>Most important person in the company</b>	PRINCIPAL	<b>YOU</b>

**RE/MAX Sales Associates are perceived as being independent entrepreneurs. This earns the respect of industry peers and other professionals in the community. Most importantly, it generates an intense internal pride that comes from making your own way, but with the strength of a global giant beside you.**

where do you want to be ?

**RE/MAX.**   
Outstanding Agents  
Outstanding Results.®

**Ron and Lenore Sieber**  
**0411 425 748**  
**3843 9133**

**RE/MAX®**

**United Vision**

828 Old Cleveland Road  
Carina, QLD 4152

262 Old Cleveland Road  
Coorparoo QLD 4151

930 Logan Road  
Holland Park QLD 4121

[www.remaxunitedvision.com.au](http://www.remaxunitedvision.com.au)