

Behind every **great home**
is a **great agent.**

Behind every **great agent**
is **NP Dodge.**



The NP Dodge Family of Companies



A Family Tradition for Over 165 Years

When you work with NP Dodge, you don't just work with one company. You have the support of the entire family of companies. We have hundreds of professionals ready to help you.



NP Dodge Relocation – Incoming and outgoing transferee referrals from Relocation Management Companies and leading brokerages throughout the world.



NEI Global Relocation – Midwest's largest third-party relocation management and top 20 nationally rated firm; moving corporate families around the world.



Dodge Partners Insurance – One of Omaha's largest independent insurance agency providing comprehensive home, auto, life and renters insurance, employee benefits plans and risk management solutions.



NP Dodge Management Company – Committed to providing a full range of property management services and convenience for owners and tenants in 4,000+ apartment rental units and townhome communities in Nebraska and Iowa.



NAI NP Dodge – Omaha's premier full-service commercial real estate firm, offering sales and leasing of office, retail centers, industrial buildings and self storage facilities.



NP Dodge Builder Services – Metro support center for agents, builders and land owners.



TitleCore National – One of the metro area's largest full-service title company offers a full menu of title insurance, closing and escrow services for home buying and selling as well as commercial and notary services.

Getting Started With Your New Career



Understanding Expenses

The following expense estimates are for a real estate associate license. They are based upon current costs and are subject to change. In addition, fees such as REALTOR® dues and Multiple Listing Service (MLS) initiation costs may be pro-rated during the year. Use these figures as a guide to estimate the initial investment in your new career.

Pre-License Costs

Nebraska

| | |
|-----------------------------|-------|
| Pre-License Course | \$500 |
| License Application Fee | \$135 |
| License Exam Fee (Per Exam) | \$150 |

Post-License Costs

MLS and Realtor Dues - Omaha Area Board of REALTORS®

| | |
|------------------------------------|---------------------|
| Application Fee | \$150 |
| Annual Dues National, State, Local | \$650 |
| Activation Fee | \$50 |
| Monthly eKey (Supra) | \$14. ⁵² |
| Monthly MLS Fee | \$35 |

State Fees

Nebraska

| | |
|---------------------------------------|-------|
| License Activation Fee | \$80 |
| Renewal Fees (Every 2 Years) | \$140 |
| Errors & Omissions Insurance (Annual) | \$123 |

Reimbursement Signing Bonus



Reimbursement of Pre-License Real Estate Education Course Fees

- S.W.A.T on Demand - This program will arm you to hone the critical skills needed to generate listing opportunities, handle difficult prospects and close more deals.
- \$300 reimbursement bonus for real estate courses, exam prep course and books.
- Reimbursement scheduled upon your first closing with NP Dodge.

Note: Signing bonus reimbursement may be different for team members.
Please confirm arrangements with the team leader and managing broker.



Your Future With Us



NP Dodge Provides the Right Tools to Grow

“NP Dodge agents and employees are our greatest asset. That is why we’re focused on building a future that is both exciting and rewarding for all.” – Nate Dodge

New Construction

New Home Construction Classes | Builder Services | Marketing Program | Lot Locator

New Land Development

Whispering Oaks | Lot Pools | Founders Ridge | Summer Hill Farm

Marketing and Technology

Automated Marketing | MarTech Conference | NPDOOffice Virtual Office | Adwerx Digital Advertising
In-house Marketing Department | NP Dodge Photo and Video Services | Exclusive Photographers

Training and Coaching

S.W.A.T. on Demand | NPD University | Ninja Selling | New Licensee #7000 Post Licensing Course
One on One Coaching | 87Dodge Education Center | Technology Implementation Specialists
Mentoring | In-Office and Online Training | Team Leader Training

Community Involvement

DodgeCares | United Way

Neighborhood Offices

Throughout eastern Nebraska and western Iowa. Local matters.

Agent Collaboration

Accountability Groups | Agent Advisory Board | Office Activity Groups



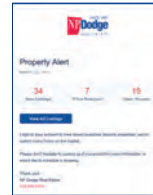
No Cost Tools to Grow Your Business



Agent Website



Agent CRM



My Property Alerts



Trendgraphix



Free 30 Sec Video



Buyer / Seller Guides



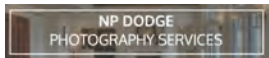
Listing Presentations



Free Event App & Agent Consumer Facing Mobile App



Property Website



Professional Photo Studio



Seller Report



Market Leader in Agent Education & Coaching



Developing Your Skills to Grow Your Business

NP Dodge will give you the tools and skills to succeed in our everchanging market.

A Solid Educational Foundation

- Director of Agent Education & Training
- Technology Implementation Specialists

New Agent Required #7000 Post Licensing Course - @ No Cost

- Day 1 Real Estate in Today's Market
- Day 2 Working with Sellers
- Day 3 Working with Buyers
- Day 4 Contract Considerations
- Day 5 Planning Your Strategy

Coaching & Training

- S.W.A.T. on Demand
- NPD University
- INSTITUTE powered by LeadingRE - Online CE courses and certifications designed to help you learn, communicate and do business in entirely new ways.
- Ninja Selling Training - Offers 10 unique factors to improve your real estate success.
- Ninja Accountability Group

Mentoring Program

Each office offers individualized "basic" training from qualified "teamwork" associates so you can rest assured in knowing that you are in business for yourself... but not by yourself!

Continuing Education

Award winning courses to help you meet the real estate commission's license renewal requirements.

National Speakers

Top industry leaders share their insights with you so you can "be the best you can be".

Exclusive Marketing & Technology Conference

MarTech is an exclusive full day FREE event headlined with top speakers from around the United States.



Giving Back to Our Community



Helping Build a Stronger Community Through Work and Donations From Our Agents and Employees

DodgeCares, Inc., a 501(c)(3) exempt charitable organization, collects tax-deductible contributions from NP Dodge agents, employees, the Company and the general public. The funds are distributed each year to 15 local nonprofit organizations. These organizations provide food, shelter and comfort for the homeless, displaced and abused in eastern Nebraska and western Iowa.

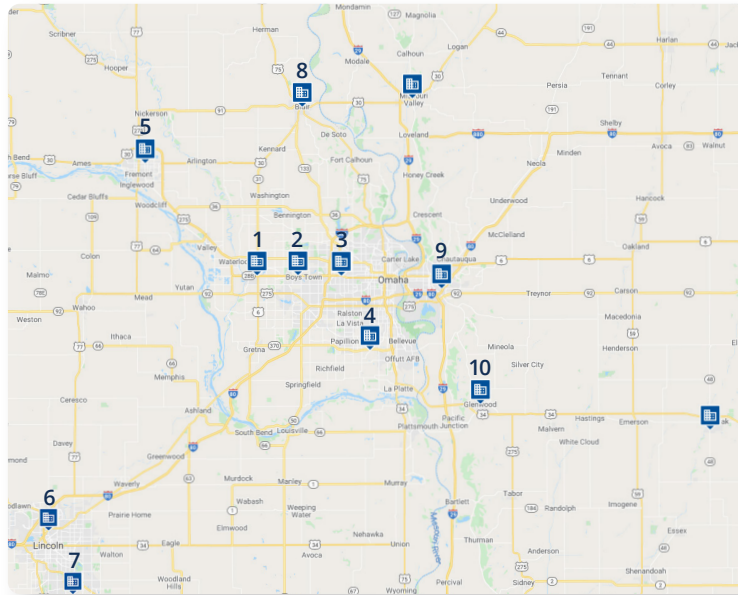
The NP Dodge Family of Companies, employees and agents donate and volunteer for hundreds of local, nonprofit organizations. We care about our communities and helping those in need.



Local Sales Offices



Full-Service Sales Office Locations to Serve Your Needs



Nebraska Sales Offices



1 204DODGE | 613 N. 204th Ave. Cr., Omaha
Managing Broker: Julie Hergert
402.951.5008 | jhergert@npdodge.com



2 148DODGE | 501 N. 148th St., Omaha
Managing Broker: Travis Svendgard
402.333.5008 | tsvendgard@npdodge.com



3 86DODGE | 8601 W. Dodge Rd., Ste. 120, Omaha
Managing Broker: Mike Story
402.330.5008 | mstory@npdodge.com



4 SARPY | 4912 Shannon Dr., Papillion
Managing Broker: Nicole Riddle
402.597.5008 | nriddle@npdodge.com



5 FREMONT | 1037 E. 23rd St., Fremont
Managing Broker: Blane Rump
402.727.5008 | brump@npdodge.com



6 LINCOLN NORTH | 1101 Cornhusker Hwy., Ste. 200, Lincoln
Managing Broker: Lea Barker
402.434.8687 | lea.barker@npdodge.com



7 LINCOLN SOUTH | 7575 S. 57th St., Lincoln
Managing Broker: Eric Ebeler
402.202.4590 | eric.ebeler@npdodge.com



8 WASHINGTON COUNTY | 1449 Washington St., Blair
Managing Broker: Travis Svendgard
402.426.5008 | tsvendgard@npdodge.com

Iowa Sales Offices



9 COUNCIL BLUFFS | 1032 Woodbury Ave., Co. Bluffs
10 GLENWOOD | 428 1st St., Glenwood
Managing Broker: Dan Van Houten
712.328.5008 | dvanhouten@npdodge.com

Annual Conventional Commission Schedule



| Level | Annual Qualified Earnings | Commission |
|-------|---------------------------|------------|
| 1 | \$0 - \$15,000 | 65% |
| 2 | \$15,001 - \$25,000 | 68% |
| 3 | \$25,001 - \$40,000 | 70% |
| 4 | \$40,001 - \$60,000 | 72% |
| 5 | \$60,001 - \$80,000 | 75% |
| 6 | \$80,001 - \$100,000 | 77% |
| 7 | \$100,001 - \$125,000 | 80% |
| 8 | \$125,001 - \$160,000 | 82% |
| 9 | Over \$160,000 | 85% |



An associate's annualized earnings will determine their commission level for the next year. The associate's commission level may go up, but cannot go down during any year. Associates are paid at the level earned when the commission is paid.

Marketing Investment: 5%, Capped at \$3,500 Annually

Commission Calculation Breakdown

For Example:

Home Sells For \$300,000



7% Commission (paid by seller) \$21,000



60/40 Split Between Listing Agent Broker and Buyer Agent Broker

4.2% to Listing Agent Broker (\$12,600)

2.8% to Buyer Agent Broker (\$8,400)



75% Split with NP Dodge - 5% Marketing Fee

**75% Listing Agent
\$9,450 - 5% Marketing Fee = \$8,820**

**75% Buyer Agent
\$6,300 - 5% Marketing Fee = \$5,880**

Remember, the 5% marketing fee is capped at \$3,500 annually.

