



THE KURZ TEAM

LUXURY LIVING | WEALTH BUILDING | LIFELONG IMPACT



OUR MISSION

EMPOWER CLIENTS & BUILD WEALTH
DEVELOP STRONG, PROFESSIONAL AGENTS
LEAD WITH INTEGRITY & EXCELLENCE

AT THE KURZ TEAM, OUR MISSION IS TO EMPOWER OUR CLIENTS AND AGENTS WITH EXCEPTIONAL SERVICE AND UNMATCHED EXPERTISE IN THE REAL ESTATE INDUSTRY. WE ARE DEDICATED TO BUILDING WEALTH FOR OUR CLIENTS THROUGH STRATEGIC BUYING, SELLING, AND INVESTING IN RESIDENTIAL PROPERTIES. BY PROVIDING TAILORED COACHING AND TRAINING, WE NURTURE RESOURCEFUL, PROFESSIONAL, AND RESILIENT AGENTS, ENSURING A TRUSTWORTHY AND SEAMLESS EXPERIENCE FOR EVERY CLIENT. ROOTED IN A COMMITMENT TO OUR COMMUNITY, VETERANS, AND LUXURY MARKETS, WE STRIVE TO BE THE TRUSTED PARTNER IN EVERY REAL ESTATE JOURNEY.

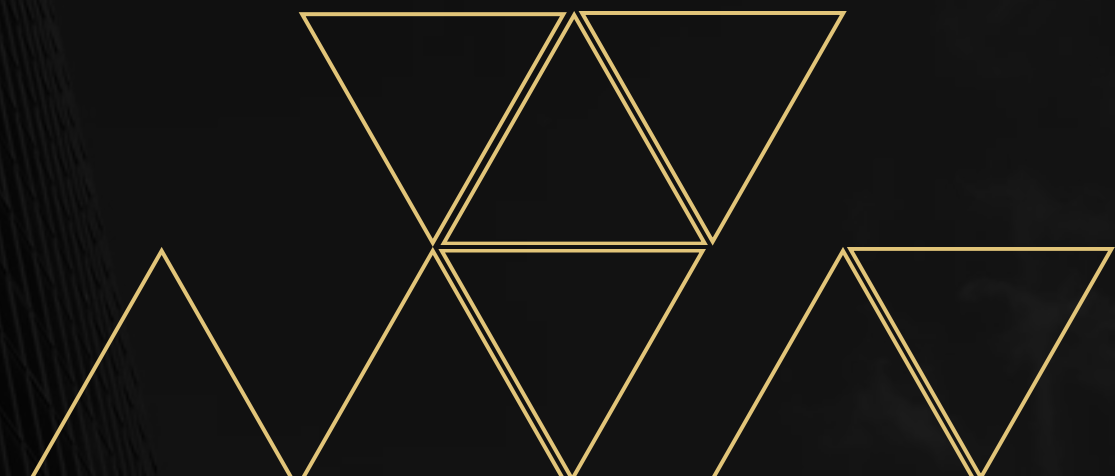




OUR VISION

LEAD WITH INTEGRITY & INNOVATION
CREATE WEALTH & OPPORTUNITY
TRANSFORM THE INDUSTRY

TO BE THE LEADING REAL ESTATE TEAM IN MIAMI, RECOGNIZED FOR OUR INTEGRITY, INNOVATIVE APPROACH, AND UNWAVERING COMMITMENT TO CLIENT SUCCESS. WE ENVISION A COMMUNITY WHERE REAL ESTATE SERVES AS A PATHWAY TO FINANCIAL FREEDOM AND SECURITY, WITH THE KURZ TEAM AS THE CORNERSTONE OF EXCELLENCE, GROWTH, AND POSITIVE CHANGE. THROUGH OUR COMPREHENSIVE COACHING AND SUPPORT, WE AIM TO TRANSFORM THE INDUSTRY BY DEVELOPING EMPOWERED AGENTS AND FOSTERING LASTING RELATIONSHIPS BUILT ON TRUST AND TRANSPARENCY.





SYSTEMS & SUPPORT



CRM

LEADS PROVIDED AND PERSONAL LEADS ARE INPUTED IN THE TEAM CRM HELPING YOU KEEP TRACK OF YOUR CUSTOMERS THROUGH CONTINUOUS COMMUNICATION.



Agent Website

AGENTS RECEIVE A BRANDED CUSTOM PROPERTY SEARCH WEBSITE WHERE THEY CAN CAPTURE LEADS.



Marketing

SOCIAL MEDIA CONTENT SUPPORT AND EDITS



Transaction Management

ALL TRANSACTION DOCUMENTS WILL BE PREPARED FOR YOU FROM BEGINNING TO END. A TRANSACTION COORDINATOR WILL BE ASSIGNED TO EVERY TRANSACTION.



Advertising

WE PAY FOR ADS TO GENERATE LEADS ON SOCIAL MEDIA PLATFORMS



MENTORSHIP

OUR EXPERIENCED AND KNOWLEDGEABLE REAL ESTATE TEAM LEADERS WILL PROVIDE GUIDANCE, ADVICE, AND SUPPORT TO TEAM AGENTS.

THE GOAL IS TO HELP THE TEAM AGENTS GROW THEIR SKILLS, DEVELOP BUSINESS ACUMEN, AND ACCELERATE THEIR CAREER IN THE REAL ESTATE INDUSTRY WITHIN OUR TEAM.

OUR MENTORSHIP INVOLVES ONE-ON-ONE COACHING, HANDS-ON TRAINING, AND SHARING INDUSTRY INSIGHTS.

OFFER

- ✓ GUIDANCE AND TRAINING
- ✓ BUSINESS DEVELOPMENT
- ✓ SKILL DEVELOPMENT
- ✓ ACCOUNTABILITY
- ✓ NETWORKING AND RESOURCES
- ✓ EMOTIONAL SUPPORT
- ✓ CAREER ADVANCEMENT

BENEFITS

- ✓ ACCELERATES LEARNING CURVE
- ✓ AVOID COSTLY MISTAKES
- ✓ BOOST CONFIDENCE
- ✓ LONG-TERM SUCCESS
- ✓ LOCAL SUPPORT





PARTNERS

IT IS **MANDATORY** THAT WE SUPPORT OUR LOCAL PARTNERS. THIS IS **NON NEGOTIABLE**.

WE HAVE IDENTIFIED LEADERS IN OUR MARKETS IN MORTGAGE, TITLE, INSURANCE, INSPECTORS, ETC.

WE WILL PROVIDE YOU WITH A LIST OF THESE PARTNERS.

WE SUPPORT THEM, THEY SUPPORT OUR TEAM.



MORTGAGE



TITLE



INSPECTIONS



CREDIT REPAIR



INSURANCE



INTERIOR DESIGN



MEETINGS

OUR TEAM MEETS **WEEKLY**.
IN PERSON

THE TEAM MEETING IS DESIGNED TO GET THROUGH:

- ✓ **NEWS**
- ✓ **WINS**
- ✓ **CONCERNS**
- ✓ **TRAININGS**

WE BELIEVE IN SHORT EFFECTIVE COMMUNICATION SO YOU CAN GET BACK TO
DOING WHAT YOU DO BEST - SELLING!





GROWTH



TEAM AGENT

WORKS WITH BOTH BUYERS AND
SELLERS ON THE TEAM.

TEAM MENTOR

EXPERIENCED AGENT LEADING
OTHER AGENTS INTO SUCCESS



MARKETING



PHOTOGRAPHY

WE PROVIDE PROFESSIONAL PHOTOGRAPHY FOR YOUR BUSINESS CARDS AND FOR ALL LISTINGS.



BRANDING

WE ENCOURAGE YOU TO DEVELOP YOUR BRAND IN LINE WITH THE KURZ TEAM BRAND. CUSTOM MARKETING WILL BE CREATED FOR YOU.



LOGO

ALL MARKETING MATERIALS AND REAL ESTATE MARKETING POSTS SHOULD HAVE TEAM LOGOS INCLUSIVE ON THEM.

*** THIS IS INCLUSIVE BUT NOT LIMITED TO SOCIAL MEDIA, VIDEOS AND PRINTED/ DIGITAL MARKETING MATERIALS. ***
YOU ARE A PART OF THE TEAM - SO LET THE WORLD KNOW WHAT WE HAVE GOING ON HERE.



EXPECTATIONS

- AGENTS ARE REQUIRED TO **COMPLETE THE KURZ TEAM ONBOARDING VIDEO SERIES** AND REVIEW ALL SYSTEMS WITH TEAM CAPTAIN
- ALL AGENTS THAT JOIN THE TEAM MUST **SUCCESSFULLY GO THROUGH THE 90 FREEDOM ACHIEVER METHOD COACHING PROGRAM.** THIS IS REGARDLESS OF EXPERIENCE IN THE INDUSTRY. NOT GOING THROUGH THE PROGRAM SUCCESSFULLY WILL RESULT IN NOT RECEIVING THE TEAM BENEFITS OR LEADS.
- ALL AGENTS ARE **REQUIRED TO USE OUR CRM** AND TO KEEP TRACK OF ALL LEADS AND TRANSACTIONS THROUGH THE TEAM'S CRM.
- AGENTS ARE REQUIRED TO COMMUNICATE WITH LEADS PROVIDED AND OFFER IMMEDIATE FEEDBACK AND FOLLOW UP TO TEAM LEAD
- AGENTS ARE REQUIRED TO COMPLETE **2 SALES TRANSACTIONS** TO START RECEIVING LEADS
- AGENTS ARE REQUIRED TO PUT **TEAM LEADER, DAVID ADAM KURZ, ON ALL TRANSACTIONS.**
- IF AN AGENT REACHES 90 DAYS WITHOUT TEAM PRODUCTION, AGENT IS SUBJECT TO BEING RELEASED FROM THE TEAM AND/ OR HAVE LEADS BE DISCONTINUED AT THE DISCRETION OF TEAM OWNERSHIP.



COMPENSATION



Team Deals

**50/50 ON ALL TEAM DRIVEN
DEALS**



Personal Transactions

**BUYERS: 70/30
LISTINGS: 60/40**



Representation

**ALL CONTRACTS WILL HAVE TEAM
LEADER NAME ON THEM.**

**MLS CLOSED NAME WILL BE AS
FOLLOWS:**

**TEAM DEALS: DAVID ADAM KURZ
PERSONAL DEALS: TL AS PRIMARY
AND AGENT AS CO-AGENT**



BENEFITS

You get this

Brokerage



Dotloop Transaction Management



CRM



Agent Website



Listing power tools



Marketing Materials



AI Marketing Assistance



Revenue Share



Commission paid at closing



Direct Deposit



Online classes and training

Kurz Team

Plus



One-on-one coaching



For sale and open house signs



Professional photography and video



Mentorship and Support



Social media content and creation



Growth opportunities



Accountability



Transaction Management



Online and In person training



Leads



Centrally Located Office



Team collaboration



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Thank you

EVERY YEAR WILL BE EXPLOSIVE.
ARE YOU READY?