



90% Commission Split

We know in this market that it's difficult for agents to remain positive if they're only receiving 50%, 60% or even 75% of their hard earned commissions. All our agents make 90% commissions. There are no deductions: No Fees, No Quotas, No Desk Fees, No Franchise Fees, No Marketing Fees, No Transaction Fees, No Agent Affiliation Fees, No Errors & Omissions Insurance Fees and NO HIDDEN FEES!

With our compensation plan you receive 90% of the commission without deductions when the transaction closes.

Wouldn't you like to keep more for yourself? After all, you've earned it.

How does the office operate?

We want what is in the best interest of the agent and their clients. We support the choices the agent makes regarding: personal promotion; commissions charged; working as a team or as a buyer's agent; income goals; methods or amount of prospecting; style of marketing; or any other issue regarding their business. Our definition of a successful agent is: an agent who earns the level of income that is consistent with the lifestyle they choose to maintain, while providing the highest level of service to their clients. We do not view the number of transactions an agent closes with the degree of success they have or the level of professionalism they offer.

As Realtors, much of our business is conducted by cell phone and laptop (or iphone, blackberry, etc.) whether from our home office or on the run from our car. We are a mobile group and seem always to be on the go.

Where do you advertise?

Primarily the internet. We also advertise in local publications but after years of publication, many "Homes" type magazines are closing their doors. Over the last five years or so we have begun to see the number of pages in these magazines decline. This, we believe, is due to the migration of real estate advertising to the internet. You can easily search for homes 24 hours per day, 7 days per week using the criteria that you are looking for on web sites such as CTReal.com, the public web site for the Connecticut Multiple Listing Service, Realtor.com, the National Association of REALTORS' web site, and numerous member web sites. Additionally, the economy has been difficult for real estate advertisers, further reducing the number of pages in each issue and their distribution area. Thus these types of publications are no longer economically viable for our industry. We support any advertising the agent wishes to do, whether by direct mailings or through use of the internet, such as: announcement cards, introductory letters and newsletters, just listed cards, new neighbor cards, open house cards, promotional flyers, free advertising resources, ad copy cards, fax networking, email, websites or the internet. Please note that, by law, all ads must have the name of the Brokerage firm whether they are "print" ads or via the internet.

How and when do I get paid?

You will be paid as soon as the closing check clears, usually within 2-5 business days. You can pick up your check at the office or you can choose to have it mailed to you.

Is there a Broker available to answer questions?

Yes. You will always be able to talk with a broker 7 days a week.

What forms & contracts do I use?

Horizon Realty Group uses their own unique forms which are available for the convenience of our agents and can be easily downloaded, in PDF form, from a secure "Agents" area of our website. There is additional information that can also be found in the "Agents" area of our site.

Where do I get my signs?

Agents can obtain signs and sign posts directly from our supplier. Agents own their own signs, posts, directionals, riders, open house signs, etc. Agents have their name and cell phone

FREQUENTLY ASKED QUESTIONS

number on signs for all their listings. The only telephone number on the yard sign will be that of the agent.

"Yard Sign" Main Panel



Where do I get my lockboxes?

You purchase the electronic lockboxes from the Board of Realtors. Others can be obtained from Dee Sign or other sources

Will I have to sign a contract?

Yes, just as you'd have to sign an independent contractor agreement with any brokerage, we do require a working agreement in writing, which you may cancel at any time.

How long have you been in business?

We have more than 28 years of extensive experience in real estate brokerage, land development, property management and the construction of both residential and commercial properties. Past clients have included individuals, banks, financial institutions, the Hartford and Rockville Superior Courts, partnerships, corporations and government agencies.

Where is your office?

Our new real estate office building is currently under construction at 125 Route 66 East in Columbia, right next to Columbia Glass. This is less than a 1/2 mile from the intersections of routes 6 & 66. We have located here for the convenience of our agents. We are practically on the town lines of Mansfield, Andover, Lebanon, Windham and Coventry and in very close proximity – just minutes - to Hebron, Manchester, Bolton, Glastonbury, Vernon, Tolland, Willington, Ashford, Eastford, Marlborough, Chaplin, Scotland, Colchester,

East Hampton, Franklin, Hampton, Ellington and South Windsor. This is a very central location to all the neighboring towns and easy to find if you're meeting clients here.

Is there floor time?

No, we don't require or expect agents to participate in floor time. Since all yard signs and advertising contain agent contact information and not the broker we would not anticipate any floor calls. If we do receive any calls they are immediately directed to the listing agent.

Does the broker compete with the agents?

No

Any inquiries that we receive on your listings will be referred directly to you the agent.

We don't actively or aggressively seek out sellers or buyers, and although we may from time to time work with both sellers and buyers, we may also refer these clients to our agents. We concentrate on building new homes (whether spec or custom) & garages/home additions and overseeing the day to day operations of our company and needs of our agents.

Do you carry Errors & Omissions Liability Insurance?

Yes, the broker pays the entire premium, there is no insurance fee charged to the agents.

Do you have a Policies & Procedures Manual?

Yes. All the information touched on here, in the FAQ's, and much more, is listed out and discussed in great detail. The Policies & Procedure Manual may be accessed, for the convenience of our agents, on the "Agent" area of our website. The P&P manual, forms and other info is always just a click away. Contact us for the link.

Additional Details

New Agent Transfer Instructions
www.horizon-realtygroup.com/new.html

Signs & Business Cards
www.horizon-realtygroup.com/signs.pdf

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