

*The*

# DIFFERENCE

A YEAR MAKES



**CRYE-LEIKE<sup>®</sup>**

2021 ANNUAL REPORT

## GREETINGS

# A MESSAGE FROM HAROLD CRYE

---

Dear Crye-Leike agents and staff,

Crye-Leike achieved record results in 2021. You reached this remarkable achievement in spite of various economic headwinds.

We faced a serious housing inventory shortage throughout the year combined with rising home prices, making it a challenging time for buyers across the nation. Despite this, the company's record sales volume of \$8.9 billion represents the resilience and creativity of the real estate industry's best sales force.

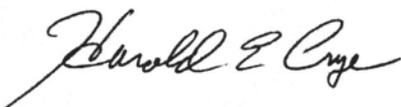
Our 2021 sales record clearly shows that the company's talented sales force and engaged management will enable Crye-Leike to continue to be an industry leader now and into the future.

Looking ahead, we will continue to see low inventory and a strong demand for housing. In these times, it is important that Crye-Leike continues to transition the company to one that is focused on providing all the tools to assist sales associates to compete in this challenging economy.

I encourage every sales associate to become adept in using our many tech tools that keep Crye-Leike at the forefront of the real estate industry, such as the Crye-Leike Advantage program, Buyside, Testimonial Tree, Asteroom, Trends and Quantum.

Our goal is to be the preeminent provider of real estate services in all the markets and communities in which we serve. Working together as one Crye-Leike, we offer the customer the convenience of "one stop shopping". Our Core Services of mortgage, title, insurance, home warranty, property management and relocation all work together to provide world-class service to our customers.

I look forward to 2022 being another record year, and on behalf of the entire Crye-Leike organization, thank you for your continued trust and loyalty to the company.

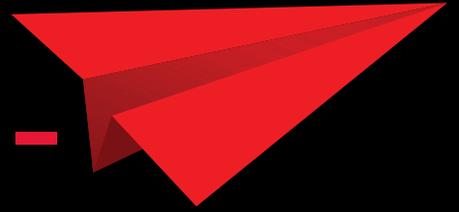


Crye-Leike's  
Chief Executive Officer

**HAROLD CRYE**

# TABLE OF CONTENTS

---



<b>2</b>	<b>OUR 45 YEAR JOURNEY</b>	<b>9</b>	<b>EXECUTIVE TEAM</b>
<b>3</b>	<b>2021 BY THE NUMBERS</b>	<b>10</b>	<b>CORE SERVICES</b>
<b>4</b>	<b>COMMITMENT TO GROWTH</b>	<b>15</b>	<b>FRANCHISES</b>
<b>5</b>	<b>WEALTH BUILDING PROGRAM</b>	<b>16</b>	<b>TRAINING &amp; DEVELOPMENT</b>
<b>6</b>	<b>COMPANY FOOTPRINT</b>	<b>18</b>	<b>MARKETING &amp; TECHNOLOGY</b>
<b>7</b>	<b>OFFICE REMODELS</b>	<b>20</b>	<b>MARKETING TOOLS</b>
<b>8</b>	<b>GIVING BACK</b>	<b>21</b>	<b>CRYE-LEIKE ANNUAL CONFERENCE</b>

Crye-Leike Corporate Headquarters • 6525 Quail Hollow Rd, Memphis, TN



## ABOUT US

# OUR 45 YEAR JOURNEY

Established in 1977 in Memphis, TN by Co-Founders Harold Crye and Dick Leike, Crye-Leike® expanded into Nashville in the early 90's and has continued its expansion into eight states and Puerto Rico to become the third largest, privately owned, independent real estate firm in the nation.

Crye-Leike® is unique in that it offers a one-stop shopping experience for consumers. The company provides financial services with mortgage lending, title closing, insurance coverage, home services, property management and national relocation services, which have allowed sales associates to meet each client's needs.

Crye-Leike®'s commitment to delivering unsurpassed service has inspired its agents to exceed expectations by continuously improving their relationships with clients and responding to customer needs, while conducting business with integrity and trust.



- 1977** CRYE-LEIKE EST. IN MEMPHIS
- 1980** DECLARED LARGEST REAL ESTATE FIRM IN MID-SOUTH
- 1986** CRYE-LEIKE EST. IN MISSISSIPPI
- 1992** CRYE-LEIKE EST. IN NASHVILLE
- 1993** REACHED FIRST BILLION IN YEARLY SALES VOLUME
- 1996** CRYE-LEIKE EST. IN ARKANSAS
- 1997** CRYE-LEIKE EST. IN CHATTANOOGA
- 2000** FIRST CRYE-LEIKE FRANCHISE
- 2005** CRYE-LEIKE EST. IN ALABAMA & GEORGIA
- 2006** REACHED \$6.1 BILLION IN SALES
- 2013** CRYE-LEIKE EST. IN KNOXVILLE
- 2021** RECORDED COMPANY HIGH SALES VOLUME \$8.9 BILLION

# 2021 BY THE NUMBERS

---

**\$8.9 BILLION**  
2021 SALES VOLUME



**32,499**  
CLOSED TRANSACTIONS



**RANKED #3**  
IN THE NATION



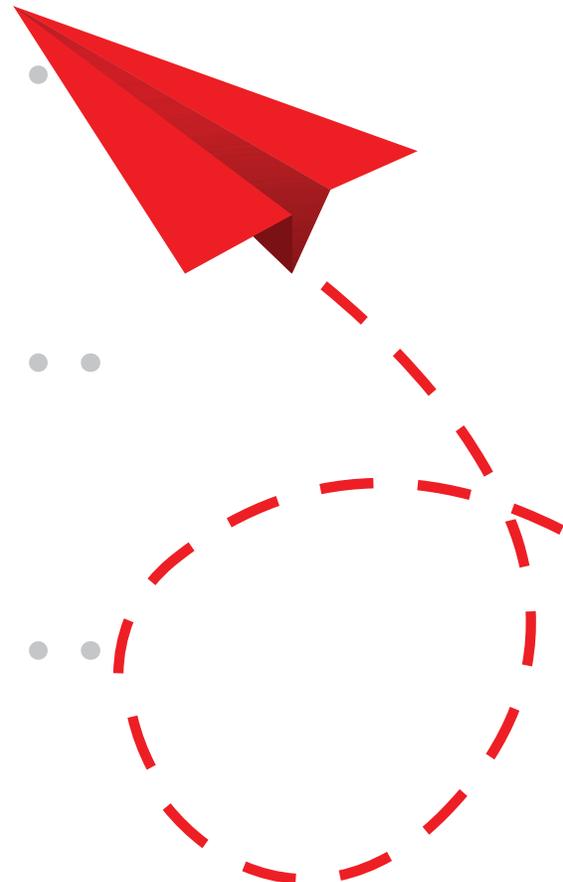
**3,200+**  
SALES ASSOCIATES



**800+**  
EMPLOYEES



**140+**  
OFFICES



## INDUSTRY LEADER

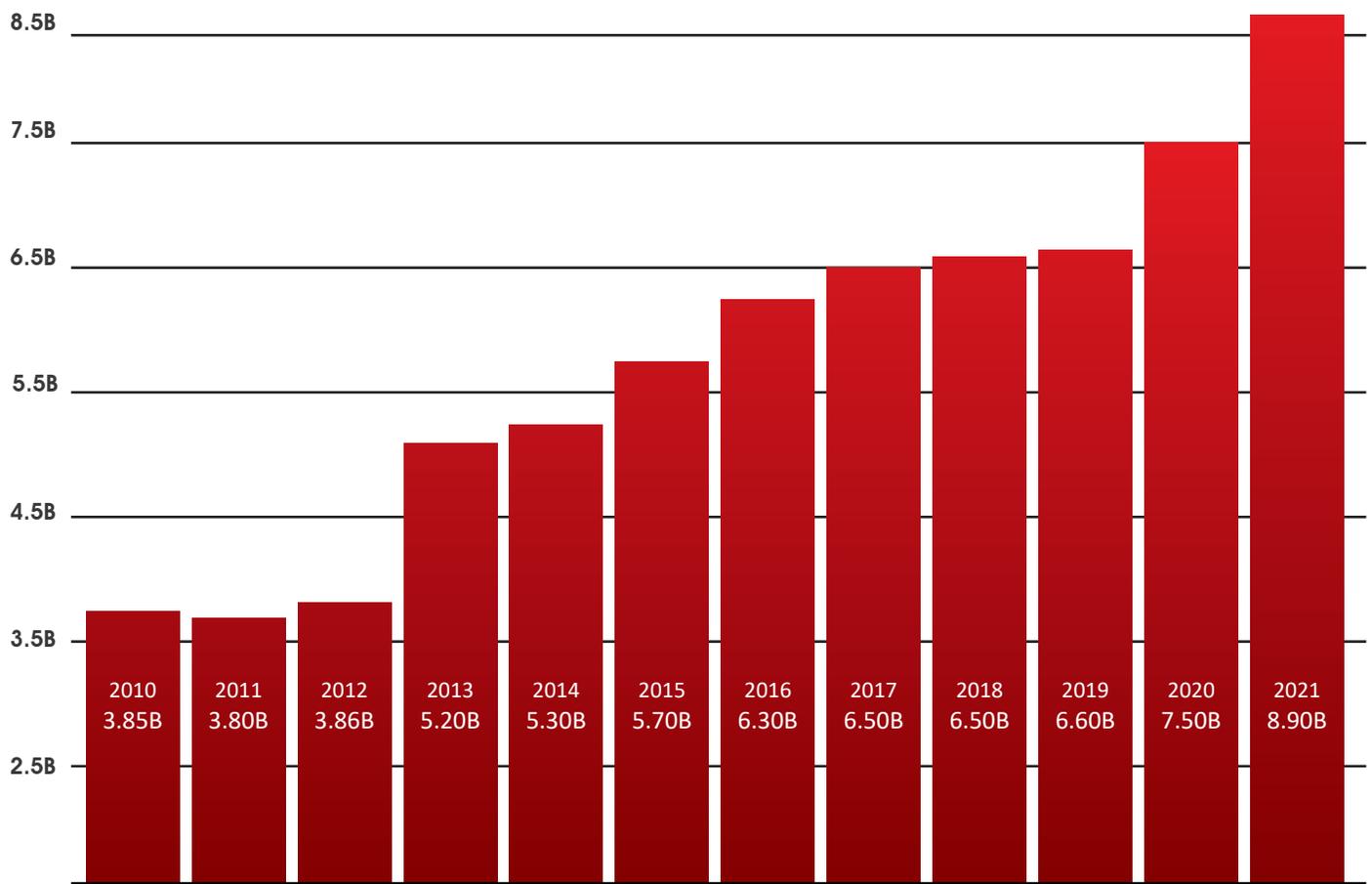
# COMMITMENT TO GROWTH

Crye-Leike experienced its best year in company history, generating \$8.9 billion in sales volume and closing 32,499 transactions in 2021. This resulted in a 19 percent sales increase from 2020.

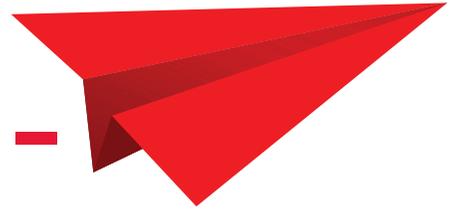
As the company continued to navigate through the pandemic, low mortgage rates, new household formation and heavy buyer interest in moving to homes that better fit their needs kept the real estate market very competitive. With proper protocols in place, Crye-Leike agents remained diligent, responsive and leveraged their marketing and technology tools to continue serving their clients. Despite low inventory, Crye-Leike averaged 90 sales per day for 365 days of the year.

“Our agent’s training and professionalism make all the difference to our clients and continue to push us forward,” said Crye-Leike Owner and Chief Executive Officer Harold Crye. “I want to offer a big thank you to our incredibly creative agents who continued to make sales during low inventory and these competitive times.”

Crye-Leike will continue to expand its footprint in 2022 and provide unsurpassed service to each client it serves.



**12 YEAR SALES VOLUME**



**AT NO COST TO OUR AGENTS, THE PROGRAM BENEFITS INCLUDE:**

- Receive a monthly retirement check
- Agents will receive annually 25% of their highest 3 years average 1099 earnings
- Agent will receive checks for 180 months (15 years)
- The program also includes a host of death benefits
- \$25,000 burial benefit
- Lump Sum \$100K Death Benefit
- Monthly payments to you or your beneficiaries upon death

**EXAMPLE:**

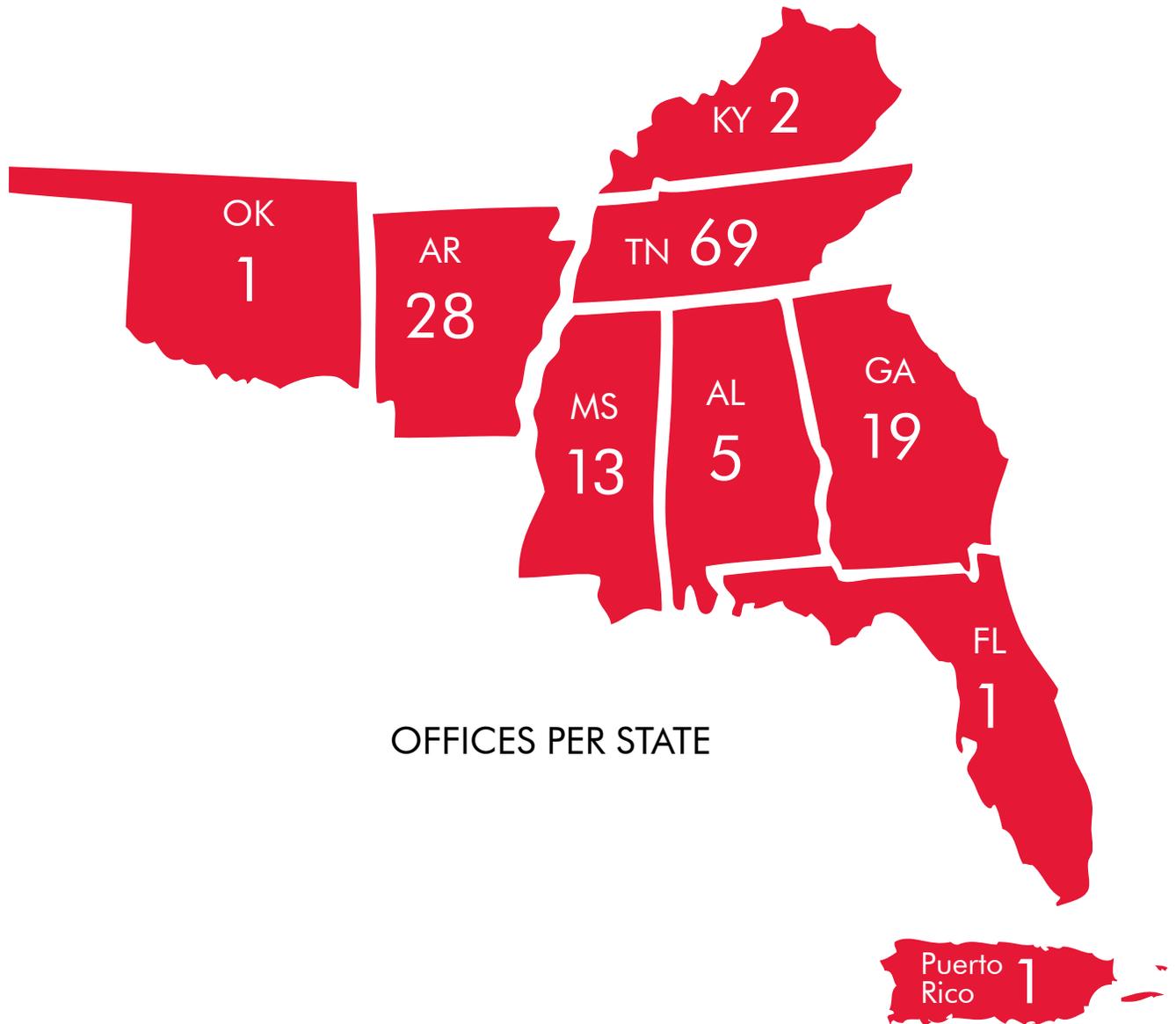
Assuming the agent's highest three year average commission income is \$200,000, the agent will receive \$50,000 per year (25% of \$200,000) paid in monthly installment of \$4,167 for 180 months (15 years) for a total of \$750,000.

*The description is only a summary of key provisions of the Plan. In the case of any differences between the description and the Plan Document, the Plan Document will govern.*

*"This game changing program is a first of its kind in the real estate industry and is aimed at securing our agent's financial future so they can live the retirement life they've always dreamed of."*

# COMPANY FOOTPRINT

## RANKED #3 IN THE NATION



OFFICES PER STATE

### GREATER MEMPHIS AREA

6525 Quail Hollow  
Memphis, TN 38120  
901.756.8900

### MIDDLE TENNESSEE

5111 Maryland Way  
Brentwood, TN 37027  
615.373.2044

### EAST TENNESSEE

9539 Kingston Pike  
Knoxville, TN 37934  
865.693.7341

### SOUTHEAST TENNESSEE

1510 Gunbarrel Road  
Chattanooga, Tn 37421  
423.892.1515

### CENTRAL ARKANSAS

11600 Kanis Road  
Little Rock, AR 72211  
501.954.9100

### NORTHWEST ARKANSAS

3003 West Walnut  
Rogers, AR 72756  
479.636.6633

### NORTH ALABAMA

809 Shoney Drive, Suite 100  
Huntsville, AL 35801  
256.650.0022

### JACKSON, MISSISSIPPI

2050 Treetops Blvd. N., Suite 100  
Flowood, MS 39232  
601.939.5160

### GREATER ATLANTA

5940 Bethelview Road  
Cumming, GA 3004  
678.845.1200

# OFFICE REMODELS

## MIDDLE TENNESSEE

Brentwood Realty Title • Cane Ridge • Columbia • Dickson  
Franklin - Cool Springs • Murfreesboro - Broad St.

## WEST TENNESSEE & NORTH MISSISSIPPI

Southaven Crye-Leike • Southaven Realty Title • Olive Branch  
Realty Title • Memphis - Quail Hollow Commercial

## EAST TENNESSEE

Cookeville

## CHATTANOOGA & NORTH GEORGIA

Ft. Oglethorpe • Cleveland • Ooltewah • Signal Mountain

## NORTHWEST AR

Bella Vista Realty Title • Rogers

## LITTLE ROCK AR

Hot Springs • Cabot

## EAST ARKANSAS

Jonesboro



# PHILANTHROPY

## GIVING BACK

Crye-Leike's Core Value to be a "good corporate neighbor" is an important sentiment that represents the genuine responsibility and obligation of the company to give back to the communities it serves.

Giving back is a natural part of what Crye-Leike does every day. Every year, Crye-Leike's offices devote considerable time, financial resources and charitable donations to support many vital community agencies and causes in its areas.

### DONATION HIGHLIGHTS:

**\$4+ MILLION**  
DONATED TO DATE



**\$18,000**  
UNITED WAY



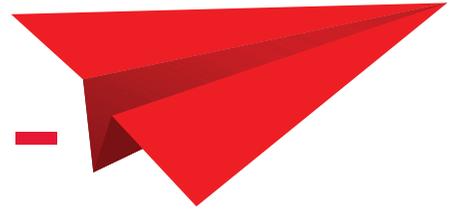
**\$8,000**  
MEMPHIS YOUTH VILLAGES



**\$8,000**  
MOUNT JULIET, TN  
ANNUAL CHARITY AUCTION



# CRYE-LEIKE LEADERSHIP EXECUTIVE TEAM



**HAROLD CRYE**

Owner,  
Chief Executive Officer



**STEVE BROWN**

President of  
Residential Sales



**BRIAN ROBINSON**

Chief Financial Officer,  
Chief Operating Officer



**GURTEJ SODHI**

Chief Information Officer,  
Executive Vice-President



**KEITH SULLIVAN**

Chief Marketing Officer,  
President of Franchise  
Operations



**MELONIE CARIDEO**

General Manager  
East Tennessee



**EDDIE FERRELL**

General Manager  
Middle Tennessee



**JEFF NIXON**

General Manager  
Chattanooga, Tennessee  
& Huntsville, Alabama



**LYNETTE PRAYTOR**

General Manager  
Jackson, Mississippi



**JOE SABER**

General Manager  
Atlanta, Georgia



**MONICA MAYNARD**

Human Resources Director



**JULIE MOSS**

Corporate Legal Counsel

**CORE SERVICES**  
**ALL UNDER ONE ROOF**

**REALTY TITLE®**  
**PRIME TITLE**

**#4 IN THE NATION**

- Over 40 convenient locations with 170+ employees throughout TN, GA, AL, KY, MS & AR.
- Had its best year ever in 2021, closing over 16,900 transactions.
- Ranked as the 4th largest independently owned affiliate title company and 7th largest overall by Real Trends.



**Community Mortgage**  
*"In Touch. On Time."*

**\$982M CLOSED LOANS**

- Has helped 56,616 families with their home loans since 1988.
- Became Crye-Leike's premier mortgage provider and expanded into 8 additional markets since 2017.
- Licensed to originate home loans in TN, MS, AR, FL, GA, AL & KY and is comprised of 43 experienced mortgage professionals.
- Had \$982 million in closed loans in 2021.



**BRAD LEHMAN**

President  
 Middle & E.TN, AL, GA & KY



**BETHANY HESSER**

President  
 West TN & MS



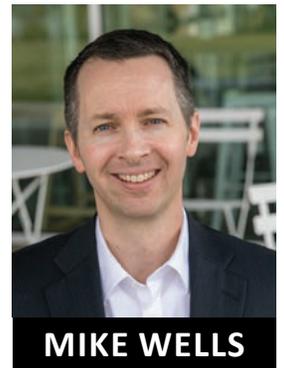
**FRAN CURTIS**

President  
 General Manager, AR



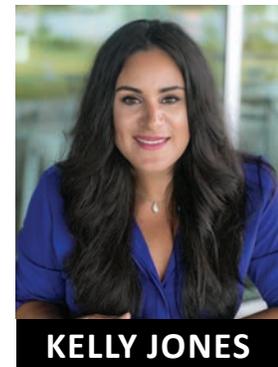
**PAT SANDLIN**

President & CEO



**MIKE WELLS**

Chief Financial Officer



**KELLY JONES**

Director of Marketing &  
 Business Development

# CORE SERVICES

## ALL UNDER ONE ROOF



**\$540M SALES VOLUME**

- Member of the world’s largest relocation network, Leading Real Estate Companies of The World.
- Had over 6,000 referrals across 9 markets, resulting in over \$540 million in total sales volume in 2021.
- Awarded the 2021 Gold Level of Excellence Award-Aires Broker Network, 2021 Bronze Level of Excellence Award-Aires Broker Network, 2021 Gold Award Winner-BGRS and 2021 Diamond Award Nominee-Leading Real Estate Companies of the World.



Relo Director,  
Middle Tennessee



Relo Director,  
Memphis, TN &  
Mississippi



Relo Director,  
Atlanta, GA



Relo Director,  
Chattanooga, TN,  
Knoxville, TN & Huntsville, AL



Relo Director,  
Little Rock &  
Northwest AR



ALL UNDER ONE ROOF

CRYE-LEIKE<sup>®</sup> INSURANCE

RECORD SETTING YEAR



BRIAN ROBINSON

Agency President

- Independent Insurance Agency providing the highest quality insurance for all your personal and business insurance needs.
- Consumers can receive multiple quotes from nationally recognized insurance carriers such as Travelers, Progressive, Allstate, MetLife, Liberty Mutual, Hartford, Nationwide, Philadelphia Insurance Companies, Safeco Insurance, Foremost Insurance Group and State Auto Insurance Companies.
- Had a record year in 2021 and received multiple awards, including Travelers Leadership Council & National Elite Agency Partner, Progressive Platinum Blue Agency and Safeco Ignite Partner.



CRYE-LEIKE<sup>®</sup> HOME SERVICES

#1 WAY TO SAVE

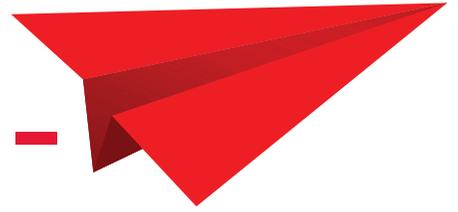


SCOTT OWEN

Vice President

- Free concierge service that provides convenience and savings for all products and services needed during and after a move.
- Each CLHS customer saw \$500-\$2,000 in savings when they used its services such as the Lowe’s Appliance Program, Comcast Cable Connections, ADT Alarm Connections, Movers, Remodelers and others.

# CORE SERVICES ALL UNDER ONE ROOF



## **CRYE-LEIKE<sup>®</sup>** **PROPERTY MANAGEMENT**

**8,800 UNITS MANAGED**

- Provides full service property management to residential properties, commercial properties and community associations.
- Has 14 offices throughout the Mid-South.
- 2021 brought a large increase in Investment Property owners to Crye-Leike Property Management's portfolio.
- Approximately 8,800 units are managed by Crye-Leike Property Management as of 2021.
- 51 HOAs, covering 6,675 home units, are managed by Crye-Leike Property Management as of 2021.



**LINDA AYERS**

President & General  
Manager Middle Tennessee



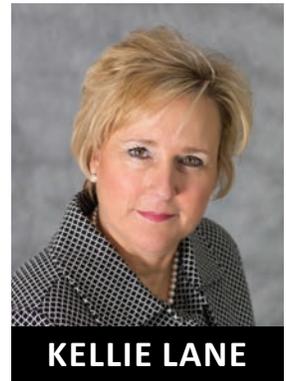
**CRAIG KNOX**

President & General  
Manager West Tennessee



**JEFF BELL**

Managing Broker  
Central Arkansas



**KELLIE LANE**

Managing Broker  
Southeast Tennessee



**TERRY CLIFFORD**

Residential Property  
Management  
Knoxville, TN



**MELANIE MCKANE**

Residential Property  
Management  
Northwest, AR



**JESSICA GARNER**

General Manager  
Residential Property  
Management - Atlanta



**TONY TEDESCO**

Commercial Property  
Management  
Atlanta, Georgia

# CORE SERVICES

## ALL UNDER ONE ROOF



**\$141M SALES VOLUME**

- A comprehensive business and investment real estate firm with branch offices in Memphis, Nashville, Little Rock, Chattanooga and Atlanta.
- Specializes in all aspects of the sale and lease of retail, industrial, office, land and multifamily properties.
- Comprised of a network of 32 commercial specialists leveraging diverse skill sets, community connections and industry expertise.
- Gross sales volume in 2021 exceeded \$141 million.
- In 2021, all commercial markets experienced low inventory, strong leasing activity and therefore low commercial vacancies. High construction and development costs put a damper on the sale of commercial development land.



Managing Broker  
West Tennessee



Managing Broker  
Middle Tennessee



Managing Broker  
Southeast Tennessee



President  
Commercial Sales  
Atlanta, Georgia



Commercial Property  
Management,  
Atlanta, Georgia



Managing Broker  
Arkansas

CORE SERVICES  
**ALL UNDER ONE ROOF**

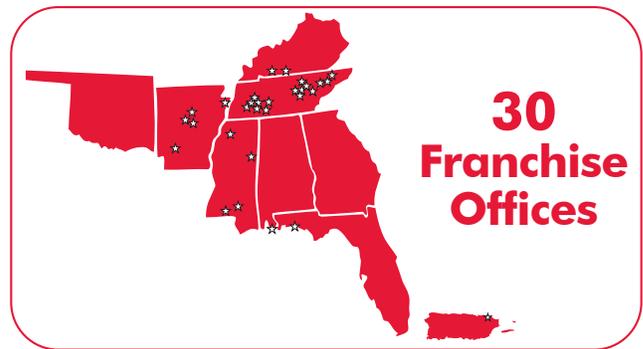


**\$1.34B SALES VOLUME**



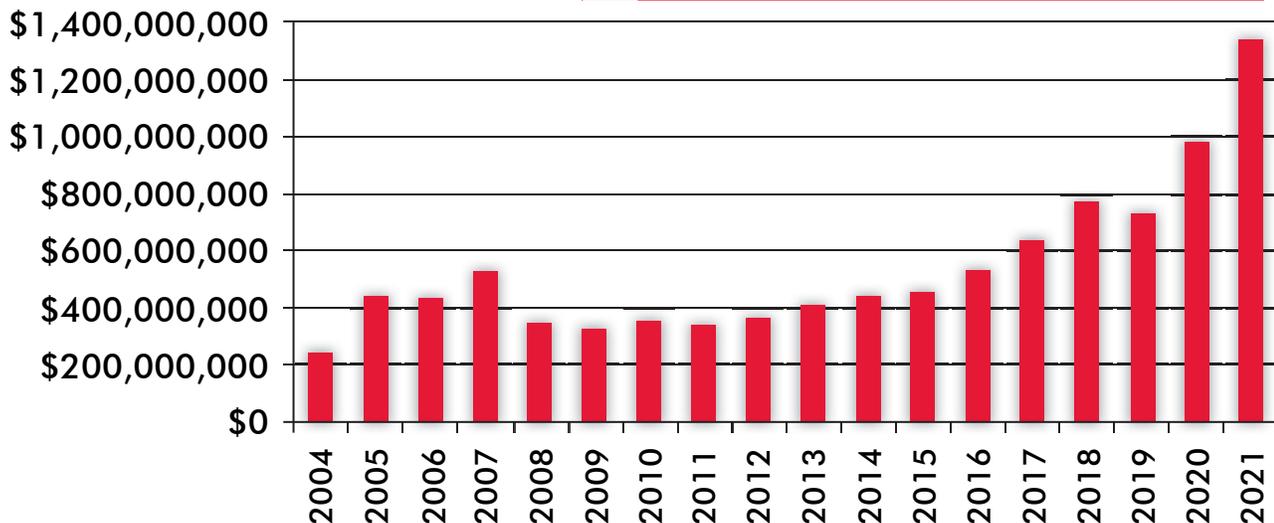
**KEITH SULLIVAN**  
 President

- Committed to providing franchise brokers with all of the resources they need to run an increasingly successful business.
- Uses leading edge technology, comprehensive training, management, administrative and marketing support.
- Has 30 franchise offices located in 6 states across the South and Puerto Rico. Surpassed its previous best sales record by 36% in 2021 with \$1.34 billion in sales volume.
- Has doubled in sales over the last 5 years.



**CRYE★LEIKE® FRANCHISES SALES HISTORY**

**RECORD YEAR IN 2021  
 \$1.34 BILLION**



# TRAINING & DEVELOPMENT

## CONTINUING EDUCATION

# Success

REAL ESTATE SCHOOL

## TRAINING YOUR FUTURE REALTOR

- Providing education for real estate agents since 1992.
- Helps agents get licensed and earn continuing education hours.
- Offers online classes for several states, as well as live classroom training in Atlanta, GA; Chattanooga, TN; Memphis, TN; Nashville, TN; and Southaven, MS.



Director  
West Tennessee



Director  
North Mississippi



Director  
Middle Tennessee



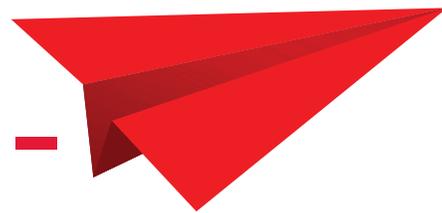
Director  
Chattanooga, TN



Director  
South Atlanta, GA

# TRAINING & DEVELOPMENT

## CONTINUING EDUCATION



Crye-Leike believes that providing proper training and education opportunities to agents is a must. By implementing new training tools, Crye-leike is able to keep up with changing times and new developments in the real estate industry.

### ➤ **CRYE-LEIKE COLLEGE**

Crye-Leike College is a free regional program that offers new agents essential information to begin their career; as well as a refresh of topics for its experienced agents. Classes, scheduled over a month period, are taught by division heads and branch managers in each region.

### ➤ **CRYE-LEIKE ONLINE ACADEMY**

Crye-Leike offers various in-person and online training opportunities throughout the year, where agents get to learn from the best of the best within the Crye-Leike family. These classes offer the opportunity for experienced agents, top producers, corporate staff and nationally known educators to share their knowledge on timely topics. All classes are hosted on the Crye-Leike Cloud for agents to access for free at any time.

Topics covered in Crye-Leike’s extensive educational programs include, but are not limited to:

- How to Deliver an Effective Listing Presentation
- Review of Fair Housing and Agency Laws and Diversity
- Marketing Fundamentals - Your Real Estate Career BluePrint for Success
- Modern Real Estate Etiquette & Agent Interactions

### ➤ **NINJA TRAINING**

By adopting the Ninja program, Crye-Leike has encouraged its sales associates to improve their businesses along with their personal lives. Sales associates who complete the program are equipped with the skills necessary to thrive in a competitive industry. Crye-Leike has also implemented Ninja training classes into monthly office sales meetings as a way to have continuous education for all agents throughout the year.



**CAROL WILLIAMS**

Corporate Trainer  
West Tennessee



**BARBARA BELL**

Corporate Trainer  
Middle Tennessee



**SUSAN PARROTT**

Corporate Trainer  
Northwest Arkansas

# MARKETING & TECHNOLOGY SERVICES

## MARKETING CONNECTIONS



**PROVIDING MAXIMUM EXPOSURE FOR OUR AGENTS**

Crye-Leike's professionally staffed marketing and technology departments offer strategic solutions that help create greater exposure for its customers and effectively promotes its associates. Crye-Leike offers in-house marketing services with:

- Lead-Generating Tools
- Annual, Customizable Marketing Plans
- Buyer and Listing Presentations
- Luxury Portfolio Website Access
- Automated Campaign Programs
- Corporate and Personal Branding



**KEITH SULLIVAN**

Chief Marketing Officer



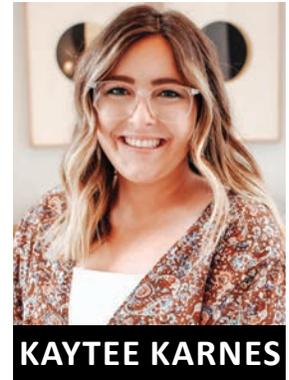
**CHRISTIE JONES**

Marketing Director  
West Tennessee &  
Mississippi



**CAROLINE JUSTICE**

Marketing Director  
Central Arkansas



**KAYTEE KARNES**

Marketing Director  
Northwest Arkansas



**CHELSEA MORTON**

Marketing Director  
Chattanooga &  
East Tennessee



**NATALIE HENRY**

Marketing Director  
Middle Tennessee &  
North Alabama



**KEITH SULLIVAN**

Marketing Director  
Atlanta, Georgia

# MARKETING & TECHNOLOGY SERVICES

## TECHNOLOGY CONNECTIONS



**GURTEJ SODHI**

Chief Information Officer,  
Executive Vice-President

Crye-Leike IT has a team of highly experienced technology professionals with a focus on Infrastructure & Telecom, Security & Privacy, Field Support & Operations and Web based technologies. The IT team also operates an industry leading website and cloud-based Intranet through an on-shore/off-shore model.

Crye-Leike's website, [www.clhomes.com](http://www.clhomes.com), has received the Website Quality Certification from LeadingRE for over 10 years and consistently receives high marks in a variety of critical areas relating to website performance, including usability, design, content, interactivity, customer service and mobile responsiveness.



**KATIE WAINMAN**

Public Relations &  
Social Media  
Coordinator

Crye-Leike's social media platforms keep agents, employees and consumers connected 24/7. The social media department offers:

- Live webinars
- Creative blog content
- One-on-one agent sessions
- Social Networking Professional designation
- Corporate ad campaigns

In 2021, Crye-Leike launched a free social media tool for agents, **CRYE-LEIKE SOCIAL POWERED BY AGENT ICON**. This tool gives agents access to:

- Hundreds of Crye-Leike branded images, videos and articles that can be used on all social media accounts.
- Boomerang Branding - An on-demand feature that allows an agent to send their own photo and receive that photo back with hundreds of Crye-Leike branded overlay design options instantly. This works for listing, testimonial, and buyer & seller marketing images.
- A daily email is sent to all agents that includes an image of the day, a real estate or personal finance news article, and a positive news article to inspire followers.



**THE SOCIAL NETWORKING PROGRAM** includes specialized training for effective use of social media in real estate marketing. Sales associates with this designation know how to generate leads from social media and how to market their services and listings to create improved outcomes for their clients.

# LEAD GENERATING MARKETING TOOLS



## 3D VIRTUAL TECHNOLOGY

Crye-Leike provides 3D virtual tour technology, powered by Asteroom, allowing consumers to safely and efficiently tour listings without stepping foot in the home.

- Agents can use their cell phones to create 3D dollhouse listing tours & 2D floorplans
- Consumers have same-day virtual tour accessibility
- Buyers have a sense of convenience and a competitive advantage



## \$221M CLOSED BUSINESS & 904 LISTINGS WON IN 2021

BuySide provides potential sellers three free home valuations, along with insight into the number of buyers actively searching for a property just like theirs. It gives Crye-Leike agents a competitive advantage by being matched to potential buyers and sellers.



## 52% HIGHER SALES VOLUME FOR AGENTS WHO USE MOXI ENGAGE

MoxiWorks, a real estate-specific Customer Relationship Management (CRM) program, was adopted by Crye-Leike in 2017. MoxiEngage makes sphere marketing and lead nurturing a cake walk. Agents are prompted with the necessary steps to build strong long-term relationships so they can close more deals today while generating more business for tomorrow.



## 692,000 DIRECT MAILINGS SENT IN 2021

By combining 24-hour turnaround speed, easy-to-use tools and mailing list services, Quantum provides an affordable turnkey approach for agent marketing.

## THE CRYE-LEIKE® ADVANTAGE

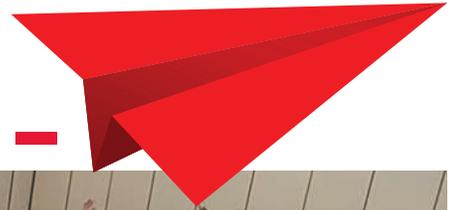
## EXPLORE YOUR BUYING & SELLING OPTIONS

The Crye-Leike Advantage benefits any buyer or seller who needs the tools that are presented in a packaged platform powered by Zavvie. Options for buyers & sellers include:

- An open market sale, which is a traditional sale with a Crye-Leike agent.
- Easy Knock: Provides a bridge solution for sellers, otherwise known as the “buy before you sell” option.
- Ribbon: Enables buyers to convert their offer to all cash with no appraisal contingency, creating a more desirable offer in this competitive market.
- Landis or Halo: Allows buyers who have credit issues to rent a home they would like to buy until they can improve their credit score to qualify for a traditional mortgage.

All of these tools in Crye-Leike Advantage help our agents, sellers and buyers achieve their goals.

# CRYE-LEIKE ANNUAL CONFERENCE



Crye-Leike had a blast at it's **All Systems Go** conference in Sandestin, FL, hosted at the Hilton Hotel. Over 650 agents and managers throughout the company's eight-state footprint, along with Crye-Leike's ancillary services and vendors, gathered to enjoy four days of fun, networking, breakout training sessions and out-of-this-world presentations by nationally recognized speakers.

This year's conference featured two keynote speakers, Matthew Ferrara and Don Tennesen. Ferrara, a mentor, author, entrepreneur and keynote speaker for more than 30 years, explored what it takes to move forward and create the greatest version of you. Tennesen enlightened agents on how the Ninja system can improve their personal and business lives.

Over 35 educational breakout sessions were held at the conference and addressed topics such as real estate tech tools, optimizing business, marketing strategies and more. Crye-Leike looks forward to seeing everyone back at the 2022 conference!





# THE CRYE-LEIKE® ADVANTAGE

CONTACT ONE OF OUR MANAGING BROKERS FOR MORE DETAILS.

	CRYE-LEIKE®	OTHER COMPANIES
 <p><b>CONVENIENT, PROFESSIONAL OFFICES</b> STAFFED WITH SEASONED BROKER MANAGERS &amp; OFFICE ADMINISTRATORS</p>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
 <p><b>LIVE, IN-HOUSE FULL-SERVICE MARKETING</b> STRATEGIC MARKETING PLANS AND HYPER COMPETITIVE RATES</p>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
 <p><b>LIVE, IN-HOUSE SOCIAL MEDIA &amp; PUBLIC RELATIONS</b> BUILD STRONG SOCIAL CAMPAIGNS AND BUSINESS CONNECTIONS</p>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
 <p><b>WEALTH BUILDING PROGRAM</b> SECURING OUR AGENTS FINANCIAL FUTURE</p>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
 <p><b>SEVEN LEAD GENERATION TOOLS</b> QUALITY SALES LEADS GENERATED AT NO OR LITTLE COST</p>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
 <p><b>PER AGENT PRODUCTION BY TRANSACTION</b> EXCEEDS MOST NATIONAL AND REGIONAL BRANDS</p>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
 <p><b>LIVE, TECHNOLOGY SUPPORT FOR WEB AND INTRANET</b> PROVEN TOOLBOX WITH NATIONAL PARTNERS AND IN-HOUSE PROGRAMS</p>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
 <p><b>LIVE &amp; ONLINE TRAINING FROM THE BEST</b> OVER 100 MANAGERS AND DIVISION HEADS DEDICATED TO YOUR SUCCESS</p>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
 <p><b>IN-HOUSE CORE SERVICE PARTNERS TO STREAMLINE THE PROCESS</b> ONE STOP SHOP FOR TITLE, RELO, HOME SERVICES, MORTGAGE, INSURANCE, AND PROPERTY MANAGEMENT</p>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
 <p><b>LOCAL &amp; GLOBAL RELOCATION NETWORK</b> SEND AND RECEIVE LEADS THROUGH THE WORLD'S LARGEST RELOCATION NETWORK</p>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
 <p><b>AGENT HEALTH INSURANCE</b> THROUGH NATIONAL FIRM NOT LOCAL OR STATE ASSOCIATION PLANS</p>	<input checked="" type="checkbox"/>	<input type="checkbox"/>