

Golden Handoff Retiring Agent Calculator

	Number of repeat and referral clients per year
x	
	Average commission
	Total commission
x 20%	
	Net Profit to Retiring Agent over 3 years

Golden Handoff Adopting Agent Calculator

	Number of repeat and referral clients per year
x	
	Average commission
	Total commission
x 80%	
	Gross Profit to Retiring Agent database over 3 years
plus	
Total commission divided by 2	Additional income: assumes one new client from every two deals from adopted database
	Indirect income
	Total Gross Profit

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