Financial

This section outlines the key financial protocols and expectations for members of The Team. From commission structures and expense policies to invoicing procedures, tax preparation support, our financial standards ensure transparency, consistency, and accountability. Whether you’re reviewing monthly statements or setting income goals, this is where money meets mindset — empowering agents to treat their business like a business.

- Budgeting
    - Expense Allocation

Budgeting

Budgeting

Expense Allocation

GCI to Operating Expense Quick Chart

NET INCOME	GCI	SALARIES	LEAD GENERATION	OCCUPANCY	TECHNOLOGY	PHONE	SUPPLIES	EDUCATION	EQUIPMENT	AUTO/ INSURANCE	TOTAL EXPENSES
30,000	**72,115**	8,654	6,635	1,442	1,082	721	721	721	721	361	**21,058**
35,000	**84,135**	10,096	7,740	1,638	1,262	841	841	841	841	421	**24,567**
40,000	**96,154**	11,538	8,846	1,923	1,442	962	962	962	962	481	**28,077**
50,000	**120,192**	14,423	11,058	2,404	1,803	1,202	1,202	1,202	1,202	601	**35,096**
60,000	**144,231**	17,308	13,269	2,885	2,163	1,442	1,442	1,442	1,442	721	**42,115**
70,000	**168,269**	20,192	15,481	3,365	2,524	1,683	1,683	1,683	1,683	841	**49,135**
80,000	**192,308**	23,077	17,692	3,846	2,885	1,923	1,923	1,923	1,923	962	**56,154**
90,000	**216,346**	25,962	19,904	4,327	3,245	2,163	2,163	2,163	2,163	1,082	**63,173**
100,000	**240,385**	28,846	22,115	4,808	3,606	2,404	2,404	2,404	2,404	1,202	**70,192**
125,000	**300,481**	36,058	27,644	6,010	4,507	3,005	3,005	3,005	3,005	1,502	**87,740**
150,000	**260,577**	43,269	33,173	7,212	5,409	3,606	3,606	3,606	3,606	1,803	**105,288**
175,000	**420,673**	50,481	38,702	8,413	6,310	4,207	4,207	4,207	4,207	2,103	**122,837**
200,000	**480,769**	57,692	44,231	9,615	7,212	4,808	4,808	4,808	4,808	2,404	**140,385**
250,000	**600,962**	72,115	55,289	12,019	9,014	6,010	6,010	6,010	6,010	3,005	**175,481**
300,000	**721,154**	86,538	66,346	14,423	10,817	7,212	7,212	7,212	7,212	3,606	**210,577**
350,000	**841,346**	100,962	77,404	16,827	12,620	8,413	8,413	8,413	8,413	4,207	**245,673**
400,000	**961,538**	115,385	88,461	19,231	14,423	9,615	9,615	9,615	9,615	4,808	**280,769**
450,000	**1,081,731**	129,808	99,519	21,635	16,226	10,817	10,817	10,817	10,817	5,409	**315,865**
500,000	**1,201,923**	144,231	110,577	24,038	18,029	12,019	12,019	12,019	12,019	6,010	**350,962**
550,000	**1,322,115**	158,654	121,635	26,442	19,832	13,221	13,221	13,221	13,221	6,611	**386,058**
600,000	**1,442,308**	173,077	132,692	28,846	21,635	14,423	14,423	14,423	14,423	7,212	**421,154**
650,000	**1,562,500**	187,500	143,750	31,250	23,438	15,625	15,625	15,625	15,625	7,813	**456,250**
700,000	**1,682,692**	201,923	154,808	33,654	25,240	16,827	16,827	16,827	16,827	8,413	**491,348**
750,000	**1,802,885**	216,346	165,865	36,054	27,043	18,029	18,029	18,029	18,029	9,014	**526,442**
800,000	**1,923,077**	230,769	176,923	38,462	28,846	19,231	19,231	19,231	19,231	9,615	**561,538**
850,000	**2,043,269**	245,192	187,981	40,865	30,649	20,433	20,433	20,433	20,433	10,216	**596,635**
900,000	**2,163,462**	259,615	199,039	43,269	32,452	21,635	21,635	21,635	21,635	10,817	**631,731**
950,000	**2,283,654**	274,038	210,096	45,673	34,255	22,837	22,837	22,837	22,837	11,418	**666,827**
1,000,000	**2,400,000**	288,000	220,800	48,000	36,000	24,000	24,000	24,000	24,000	12,000	**700,000**
1,100,000	**2,644,231**	317,308	243,269	52,885	39,663	26,442	26,442	26,442	26,442	13,321	**772,115**
1,200,000	**2,884,615**	346,154	265,385	57,692	43,269	28,846	28,846	28,846	28,846	14,423	**842,308**
1,300,000	**3,125,000**	375,000	287,500	62,500	46,875	31,250	31,250	31,250	31,250	15,625	**912,500**
1,400,000	**3,365,385**	403,846	309,615	67,308	50,481	33,654	33,654	33,654	33,654	16,827	**982,692**
1,500,000	**3,605,385**	432,692	331,731	72,115	54,087	36,058	36,058	36,058	36,058	18,029	**1,052,885**
2,000,000	**4,807,692**	576,923	442,308	96,154	72,115	48,077	48,077	48,077	48,077	24,038	**1,403,846**
2,500,000	**6,009,615**	721,154	552,885	120,192	90,144	60,096	60,096	60,096	60,096	30,048	**1,754,808**

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