

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

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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[GCI to Operating Expense Chart.pdf](#)