

CAROL JONES --- REALTORS



Career Guide for Professionals

Dear Prospective Real Estate Agent:

Sometimes leaving a 8-5 “paid by the hour” job to go to a “commission only” job can be very scary and intimidating. However, not everyone is cut out to be in a sales related position. It takes dedication, hard work and a determination to succeed in order to be a success in real estate. However, the rate at which you will succeed is not only dependent on your dedication and hard work but on the foundation of training and support that you receive after you go to school and receive your license. Any job requires training, Real Estate is no different. Carol Jones, Realtors offers a state of the art training program that covers every aspect and situation that you will run into in selling real estate. I have always had a heart for training new agents to become successful men and women who make a mark in the real estate world. Everyone has to start somewhere just as I did. I am always available to give advice and help. If you are really interested in becoming a successful real estate agent, let me help you get started in becoming all that you dream of. Sometimes a leap into the unknown can open up a whole new world. My motto has always been “Dream no little dreams, there is no magic in them!”

If you can say “yes” to dedicating yourself to stepping out of the ordinary, secure world that you live in and stepping into the unknown exciting world where there are no limits to what you can do give me a chance to help make your first step the best step you have ever made. I wish you all the best!

Sincerely,

A handwritten signature in cursive script that reads "Carol Jones". The signature is written in black ink and is positioned above the typed name and title.

Carol Jones
President/CEO
Carol Jones Realtors

Conveniently Located Sales Offices

Executive Office
417-883-6666
3600 S. National Ave.
Springfield, MO 65807
Carol Jones, CEO
Jim Bolin, General Manager
Miles Noennig, CFO

Springfield

CJR Commercial Group – Springfield
3524 Culpepper Cir., STE B
Springfield, MO 65804
417-882-5710
Ron Tappan, Manager

Nixa

Carol Jones, Realtors – Nixa
566 W. Mt. Vernon
Nixa, MO 65714
417-725-0400
Sabina Frank, Manager

Ozark

Carol Jones, Realtors – Ozark
903 W. Jackson
Ozark, MO 65721
417-581-7999
Don Gann, Manager

Mt. Vernon

Carol Jones, Realtors – Mt. Vernon
460 E. Mt. Vernon Blvd.
Mt. Vernon, MO 65712
Linda Woolery, Manager

Branson

CJR Commercial Group – Branson
1484 St. HWY 248
Branson, MO 65616
417-335-5180
Bob Huels, Manager

Carol Jones Realtors - Branson North
1484 St. HWY 248
Branson, MO 65616
417-335-5950
Donna Moon, Manager

Carol Jones, Realtors - Branson West
45 Notch Shopping Lane
Branson, MO 65737
417-338-2022
Diane Routh, Manager

Carol Jones at Pointe Royale
158 Pointe Royale Drive
Branson, MO 65616
417-334-0079
Cyndi Burr, Manager

Seymour

Carol Jones, Realtors Suburban Office
263 State HWY C
Seymour, MO 65746
417-935-4360
Joanne Coutchie, Manager

Here Are Some of the Many Ways Carol Jones, Realtors Will Help You Succeed

- Transfer fee paid
- First set of business cards free (transfers only)
- First set of name riders free (transfers only)
- Company name recognition
- Excellent commission splits
- No franchise fees
- No desk fees
- No minimum advertising cost
- Lowest advertising rates
- Announcement of your transfer placed in News-Leader
- Free signs
- 800 numbers available at minimal cost
- 10 convenient locations throughout S.W. MO – keyed alike
- State-of-the-art, user-friendly Internet site
- Virtual Home Tours
- Free E-mail
- Personalized web page for \$15 per month
- Custom designed computer programs
- Pre-printed marketing materials
- Buyer/Seller services, such as:
- CJR Warranty, School Report, and Sold On Magazine
- Outstanding management and staff support throughout the company
- In-house closing staff
- In-house advertising/marketing staff
- In-house relocation department
- Affiliated with Cendant Mobility (the nations largest relocation/referral network)
- Home Services Lending (in-house)
- Monthly breakfast meeting at Millwood – free to agents
- Training classes
- Company sponsored training for managers(most are CRBs)
- Extensive library of training/motivational materials
- High level of camaraderie and cooperation among agents and staff
- Recognition plaque given weekly among agents and staff
- Family atmosphere
- Photo drop-off/pick-up (National Office)
- Dry cleaning drop-off/pick-up (National Office)
- On-site car washing service each Tuesday (National Office)
- Many annual, company wide functions, such as the following events:
- Participation in the HBA Home Show
- Awards Celebration (Company sponsored)
- CJR Golf Tournament
- Canoe Trip
- Halloween Costume Contest (with cash prizes) and Party (Company sponsored)
- Thanksgiving Dinner (Company sponsored)
- Christmas Party with professional portrait taken (Company sponsored)

You'll Enjoy Membership In The HomeServices Network

Our Vision

At HomeServices, our guiding business vision is to create and deliver an unparalleled customer experience throughout the entire home ownership life cycle. We are committed to going Beyond the sale™ to keep a customer for life.

Who We Are

In 1998, HomeServices was created by people with the expertise, experience, and dedication to being the best in residential real estate. We had a vision that real estate could be more than just buying and selling homes – it could also be providing customers with home-related products and services. As a result of this commitment, HomeServices is now the second largest real estate company and premier family of real estate sales associates and brokerages in the nation.

What We Do

HomeServices has a distinct advantage when it comes to reaching customers and fulfilling their product and service needs. First, through our highly recognized brand name real estate brokerage firms, we establish solid relationships with our customers as they buy or sell a home. Then, when they are ready to select services needed for their new home, we are there to assist them. We have been extremely successful in delivering these integrated services to our customers due to our exceptional sales force, service and product partners, and our 24/7 online e-commerce avenues.

Why We Do It: The Benefit to Our Customers

Through our individual real estate companies and Web sites, we offer our customers a one-stop shop of home-related products and services. Customers benefit from the relationships we've built with numerous service providers, both nationally and locally, and can trust that our recommendations are based on extensive research and positive experiences. Whether our customers are buying, selling or just enjoying life in their home, HomeServices is there to make each home ownership decision easier, faster and more enjoyable. That's what customers expect from a full-service real estate company, and that's what we deliver

- HomeServices of America, Inc. is the second largest real estate company and the premier family of real estate sales associates and brokerages in the nation.
- HomeServices of America, Inc. is the nations largest provider of settlement services. HomeServices is comprised of 16 real estate brands that are leaders in the markets they serve: Carol Jones Realtors, CBSHOME Real Estate, Champion Realty, Edina Realty Home Services, Esslinger-Wooten-Maxwell REALTORS, First Realty/GMAC Real Estate, HOME Real Estate, Iowa Realty, Jenny Pruitt & Associates REALTORS, Long Realty Company, Prudential California Realty, RealtySouth, Rector-Hayden REALTORS, Reece & Nichols, Semonin REALTORS, and Woods Bros. Realty.
- HomeServices conducts business in 16 states: Alabama, Arizona, California, Florida, Georgia, Indiana, Iowa, Kansas, Kentucky, Maryland, Minnesota, Missouri, Nebraska, North Dakota, South Dakota and Wisconsin.
- HomeServices has over 16,000 agents and operates 319 branch offices. HomeServices of America, Inc. closed over 153,000 transaction sides in 2002.

Redefining Real Estate for the 21st Century

At HomeServices, we are committed to redefining the home buying, selling and owning experience to better serve our customers. The value we provide is realized by delivering innovative products and services that fulfill their needs throughout their entire home ownership life cycle.

In business, you can either fight to protect the old way of doing business or elect to be a major force in reshaping the way business will be done in the future. We've chosen the latter by developing a cutting-edge customer service model that fits the 21st century consumer.

Customers for Life

One of the key assets of HomeServices is how we build and retain strong customer relationships through our experienced and knowledgeable sales associates. We facilitate this by providing our associates with the tools and technological solutions – and value-added products and services – they need to attract, develop and maintain customers for life.

Through our unwavering commitment to creating, sustaining and strengthening our customer relationships, by providing them with value-added products and services, by keeping our talented sales associates the lynchpin of every transaction, and by forming strategic business alliances – will no doubt position HomeServices for success both now and well into the future.

Getting Started

Becoming a Real Estate Agent (The License)

Pre-License Course	\$350.00
Testing Fee	52.00
MO Real Estate Comm.	90.00
Total	\$437.00

City License \$25.00 Annually

Step 2 – Becoming a Realtor

Board fees:

Application Fee \$250 – Local Board Entrance Fee (One time Fee)
\$75 – M.A.R. Entrance Fee

Yearly Dues – Salesperson or Broker – Salespersons

Local, State and National Dues

Includes voluntary contributions to RPAC & CEPE

\$315.00	Jan.-March Start
\$247.50	April-June Start
\$179.00	July-September
\$111.50	October-December

(Only Board Fees can be paid with Mastercard or Visa!)

The above fees are based on the **Date** of your work permit or actual license, **not the date of application!**

Multilist fees:

<u>Monthly Service Charge</u>	<u>\$35.00</u>	<u>1st – 15th</u>
	<u>\$17.50</u>	<u>16th – 31st</u>

Annual Superkey Lease Fee \$101.35 November 1, 2000
Until October 31, 2001

Keybox/lockbox fee \$90.00 (Each)

Carol Jones, Realtors Fees:

Coffee Fee: \$3.00 monthly (agents with desks only)

Technology Service: \$40.00 monthly (full time agents with desk)
\$25.00 monthly (part time agents with no desk)

Name Riders \$52.54 (transferring agents receive first set free)

Business Cards \$23.99 (non photo) (transferring agents receive first set free)
*If photo business cards are desired they are purchased separately by agent at the vendor of their choice.

Name Tag \$6.65 (transferring agents receive name tag free)

Quick Start to Success

Training Manual \$30.00

January – March Start	April – June Start	July – September Start	October – December Start
Pre-License Course \$350.00	Pre-License Course \$350.00	Pre-License Course \$350.00	Pre-License Course \$350.00
Testing Fee \$52.00	Testing Fee \$52.00	Testing Fee \$52.00	Testing Fee \$52.00
MO Real Estate Commission \$90.00	MO Real Estate Commission \$90.00	MO Real Estate Commission \$90.00	MO Real Estate Commission \$90.00
Local Board Entrance Fee \$250.00	Local Board Entrance Fee \$250.00	Local Board Entrance Fee \$250.00	Local Board Entrance Fee \$250.00
M.A.R. Entrance Fee \$75.00	M.A.R. Entrance Fee \$75.00	M.A.R. Entrance Fee \$75.00	M.A.R. Entrance Fee \$75.00
Yearly Board Dues \$315.00	Yearly Board Dues \$247.50	Yearly Board Dues \$179.00	Yearly Board Dues \$111.50
MLS Fee 1st-15th \$35.00 (monthly) 16th-31st \$ 17.50	MLS Fee 1st-15th \$35.00 (monthly) 16th-31st \$ 17.50	MLS Fee 1st-15th \$35.00 (monthly) 16th-31st \$ 17.50	MLS Fee 1st-15th \$35.00 (monthly) 16th-31st \$ 17.50
Annual SuperKey Lease Fee \$101.35	Annual SuperKey Lease Fee \$101.35	Annual SuperKey Lease Fee \$101.35	Annual SuperKey Lease Fee \$101.35
Keybox/lockbox fee \$90.00 (not required until needed)	Keybox/lockbox fee \$90.00 (not required until needed)	Keybox/lockbox fee \$90.00 (not required until needed)	Keybox/lockbox fee \$90.00 (not required until needed)
CJR Admin. Fee Agent w/ desk \$43.00 (monthly) Agent w/o desk \$28.00	CJR Admin. Fee Agent w/ desk \$43.00 (monthly) Agent w/o desk \$28.00	CJR Admin. Fee Agent w/ desk \$43.00 (monthly) Agent w/o desk \$28.00	CJR Admin. Fee Agent w/ desk \$43.00 (monthly) Agent w/o desk \$28.00
Name Riders \$52.54	Name Riders \$52.54	Name Riders \$52.54	Name Riders \$52.54
Business Cards (non-photo) \$23.99	Business Cards (non-photo) \$23.99	Business Cards (non-photo) \$23.99	Business Cards (non-photo) \$23.99
Name Tag \$6.65	Name Tag \$6.65	Name Tag \$6.65	Name Tag \$6.65
Quick Start to Success Manual (Jim's Training Class) \$30.00	Quick Start to Success Manual (Jim's Training Class) \$30.00	Quick Start to Success Manual (Jim's Training Class) \$30.00	Quick Start to Success Manual (Jim's Training Class) \$30.00
Total Needed 1st – 15th \$1449.53 15th – 31st \$1432.03	Total Needed 1st – 15th \$1382.03 15th – 31st \$1364.53	Total Needed 1st – 15th \$1313.53 15th – 31st \$1296.03	Total Needed 1st – 15th \$1246.03 15th – 31st \$1228.53
Due Monthly Full Time w/ Desk \$78.00 Part Time w/o Desk \$60.00	Due Monthly Full Time w/ Desk \$78.00 Part Time w/o Desk \$60.00	Due Monthly Full Time w/ Desk \$78.00 Part Time w/o Desk \$60.00	Due Monthly Full Time w/ Desk \$78.00 Part Time w/o Desk \$60.00