



**CALL IT CLOSED®**  
International Realty

## CIC OVERVIEW





# THREE QUESTIONS



Is there a  
need for  
change?

A red rounded square with a dashed red border and a white refresh icon at the top. The text is centered below the icon.

What do  
Realtors®  
want today?

A dark grey rounded square with a dashed black border and a white icon of a person in a suit standing in front of a house at the top. The text is centered below the icon.

Should I join?

A red rounded square with a dashed red border and a white handshake icon at the top. The text is centered below the icon.

# IS THERE A NEED FOR CHANGE?



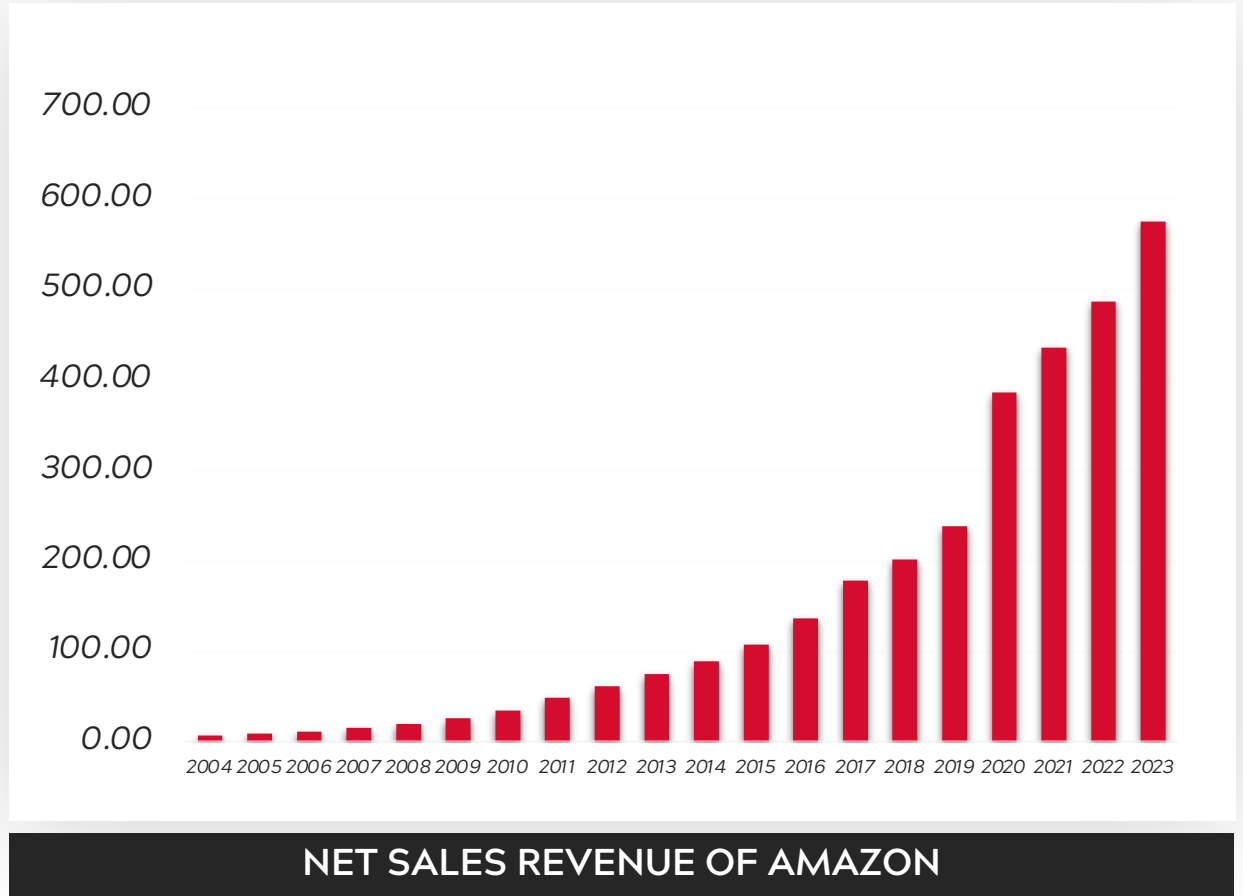
# THINGS ARE CHANGING



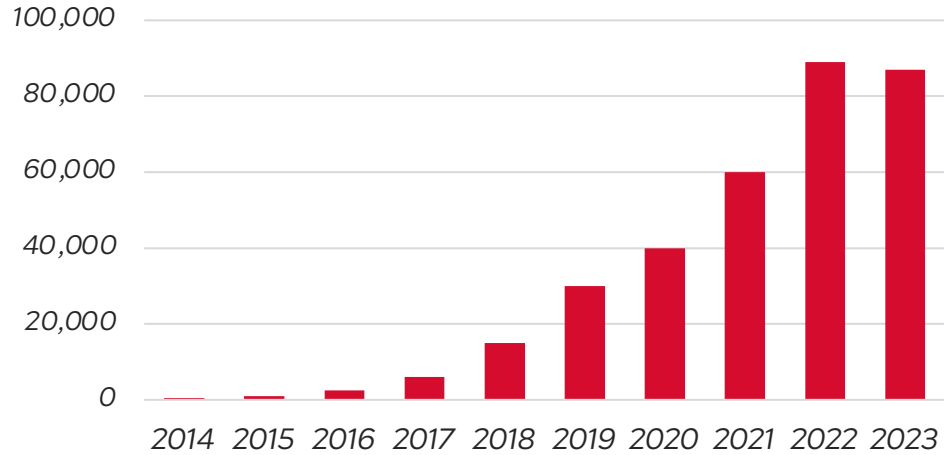
## GIANT RETAILERS ARE HURTING

- American icons like Sears® and Macy's® closing all or most of their stores
- Toys-R-Us® closed all 735 stores
- Many others have shifted the focus of their businesses online to survive

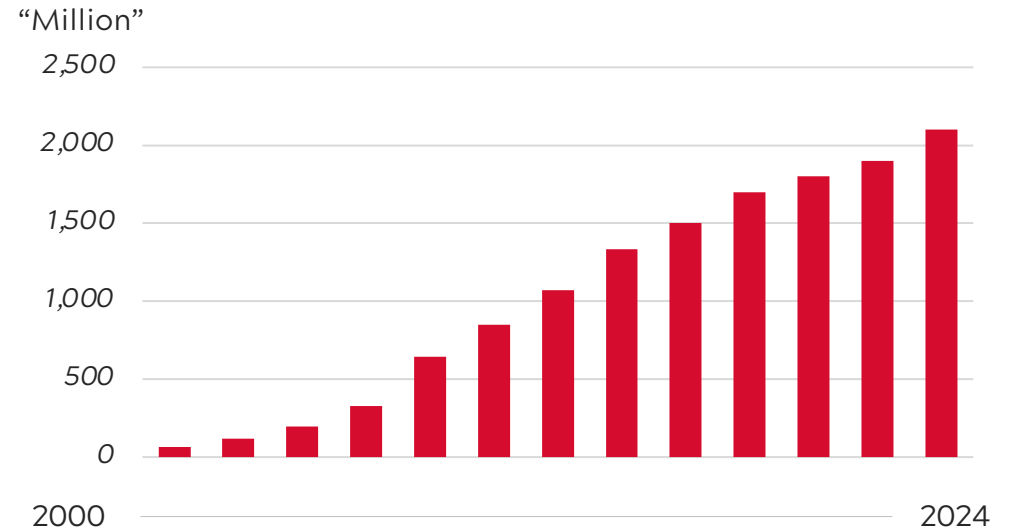
On the other hand, Amazon® revenue just keeps climbing



# THINGS ARE CHANGING



Real Estate is feeling the shift as well, with big brands like RE/MAX® and Keller Williams® losing agents to more virtual companies like eXp®...



...and Zillow® has grown exponentially in the last few years

Today, **97%** of all **home buyers** start their search online, and they are contacted by **22 agents** before meeting one, so agents can't afford big commission splits anymore.

# IT'S TIME FOR A REVOLUTION!



Thomas Edison said,

“If there’s a way to do something better...find it”

**CALL IT CLOSED®**  
Has found a better way!





# WHAT DO REALTORS® WANT TODAY?

.....

# CALL IT CLOSED was launched in 2019

## OUR FOUNDERS

### CHAD & APRILE OSBORNE

- Proven leaders
- Over 40 years combined real estate experience
- Top-producing husband and wife team with hundreds of sold properties
- Founders of several RE/MAX® Franchises, sold in 2015
- Involved in over 6,000 total transaction sides
- Part of an exclusive brokerage mastermind group with top executives from the industry leading brands
- Named to Top 100 Leaders in Real Estate by the World Real Estate & Construction Forum in 2021





# MISSION STATEMENT



## **LEAD**

### FROM THE BOTTOM

The leadership team of Call It Closed® believes wholeheartedly in the importance of giving our associates a solid foundation on which to build a better business for themselves. If we, as a company, form a strong root system, our associates can flourish.





CALL IT CLOSED®  
International Realty

# CALL IT CLOSED® VISION

NATIONAL BRAND, FAMILY CULTURE

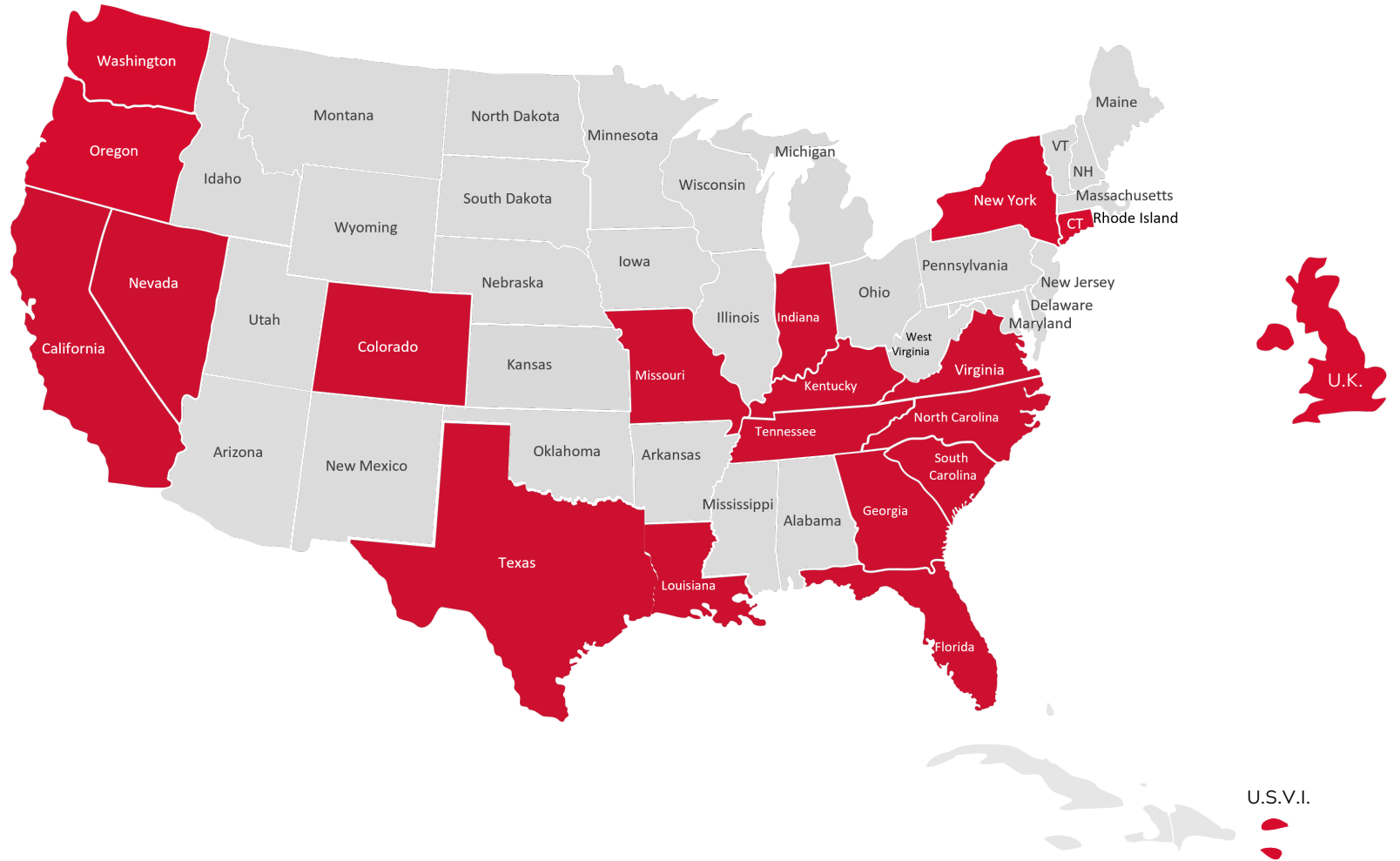


## CURRENTLY IN 18 STATES

- Texas
- Florida
- Georgia
- North Carolina
- South Carolina
- Nevada
- Missouri
- California
- Tennessee
- Kentucky
- Indiana
- Colorado
- Louisiana
- Virginia
- New York
- Connecticut
- Oregon
- Washington

## AND 3 COUNTRIES

- **United States**
- **United Kingdom**
- **U.S. Virgin Islands**




# NATIONAL TRADEMARK AND BRANDING




# WHY CALL IT CLOSED®?


WE GIVE YOU THE TOOLS TO MAKE MONEY NOW...




**100% Commissions  
“PLUS”**  
Keep more of YOUR  
money!



Call It Closed  
Success  
System™



Live, Online, & On  
Demand Training  
**Broker Access &  
Support**



In-House  
Transaction  
Coordinator  
Available

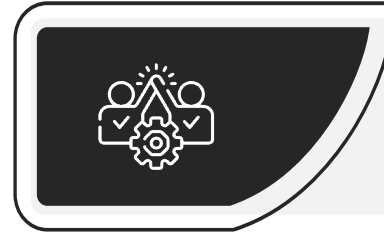
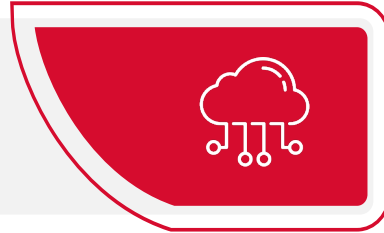
**PLUS - LEADS PROVIDED\*!!!**

\*In some markets

# WHY CALL IT CLOSED®?



**MOBILE**  
Cloud-Based Brokerage



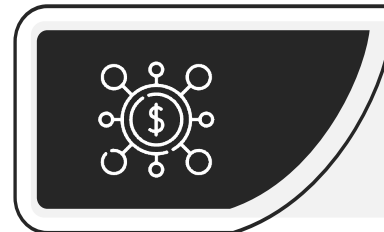
**CIC.EDU**  
Agent Onboarding and  
Education Platform

**TRANSACTION MANAGEMENT**  
Easy to use transaction  
software with e-sign



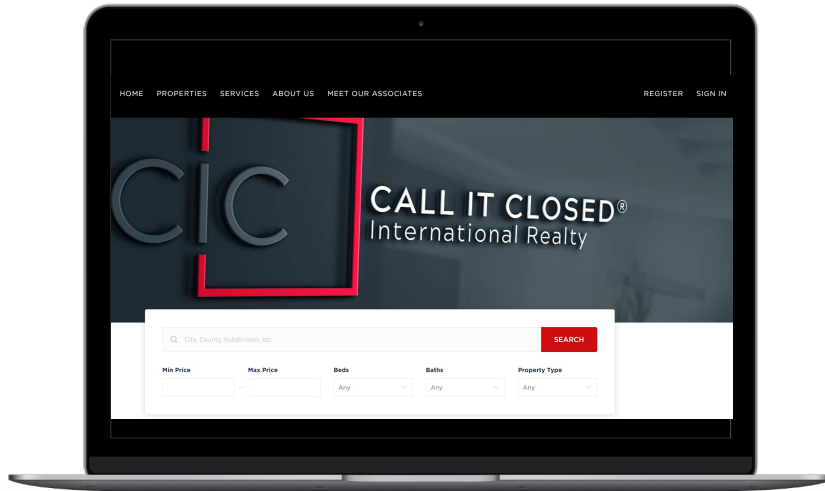
**CERTIFIED MENTORS**  
Mentor program available for  
newer agents,

**LOFTY**  
Premier CRM and lead  
generation platform



**CIC ADVANCE**  
In-House commission advance  
program

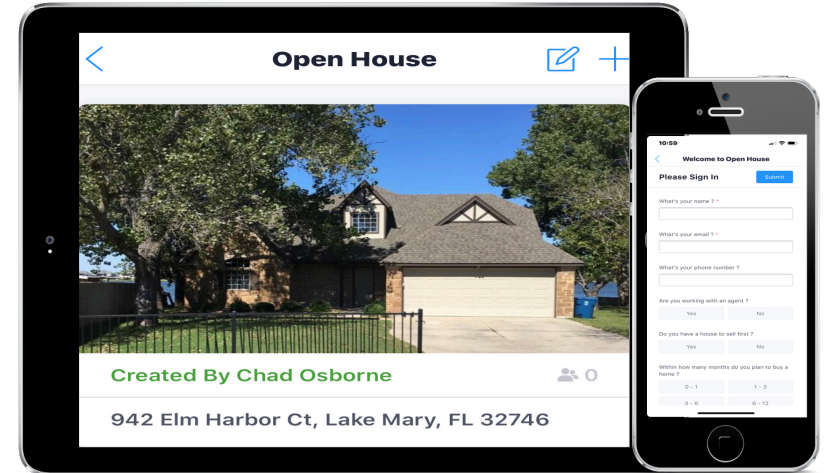
POWERFUL LEAD GENERATION AND CRM SYSTEM



CUSTOMIZED WEBSITES



MOBILE-FRIENDLY SEARCH



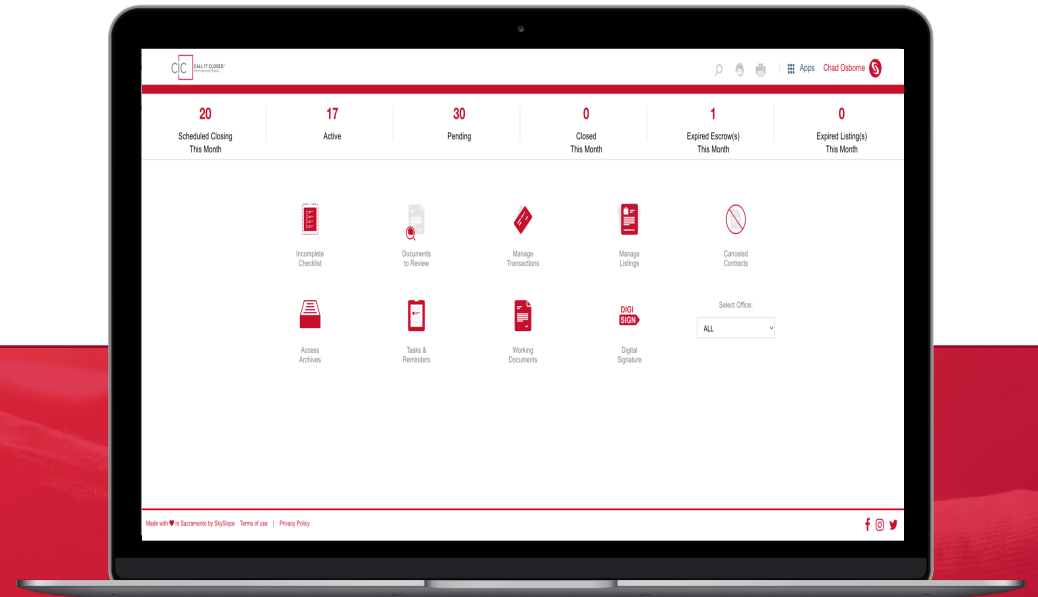
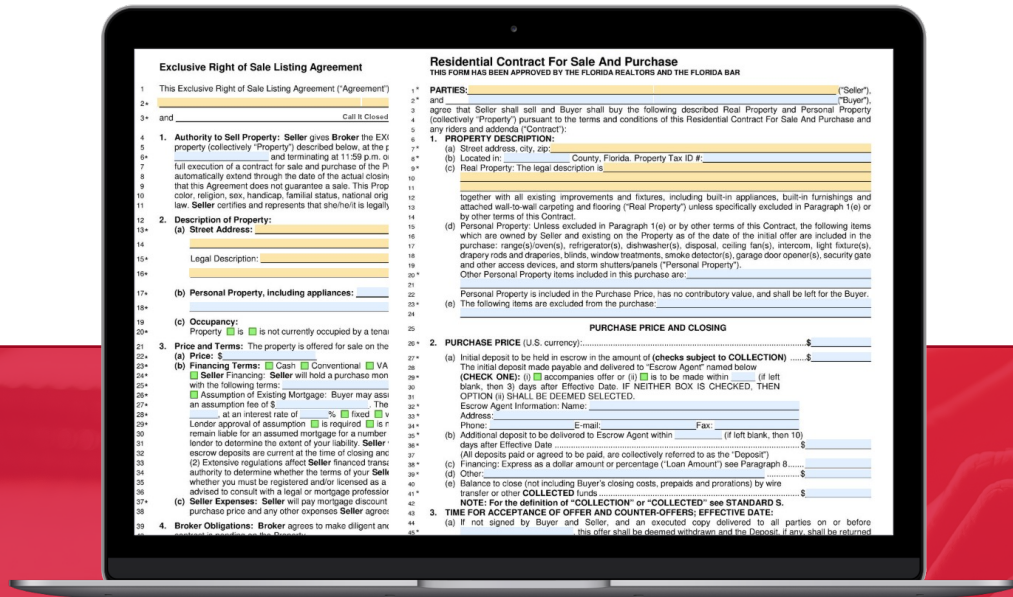
OPEN HOUSE REGISTRATION



CALL IT CLOSED®  
International Realty



# SKYSLOPE



Total Transaction Management

All State Forms Fillable with E-sign capability

Web-Based Mobile Accessible Easy to Use

TOTAL TRANSACTION  
MANAGEMENT

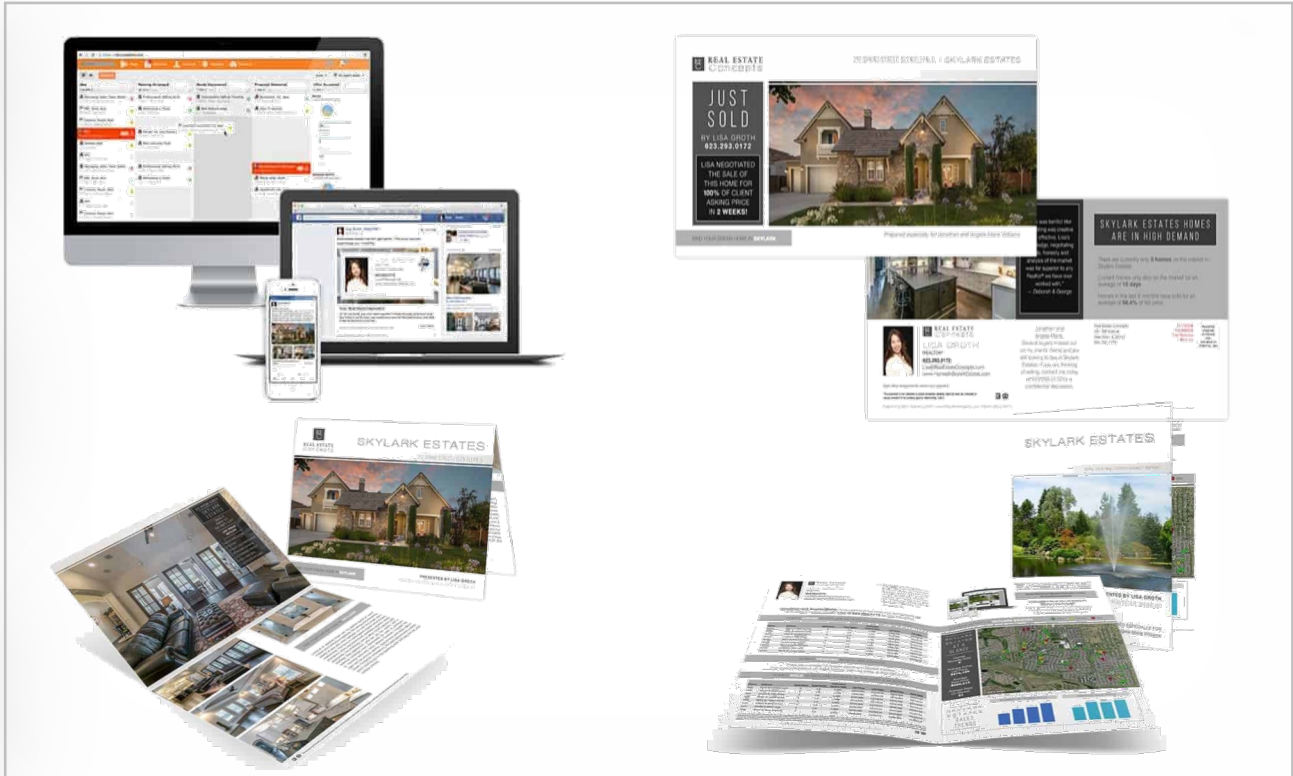
POSTCARDS

PROPERTY  
BROCHURES

FULL COMMUNITY  
MARKETING PACKAGES

CUSTOM PROPERTY  
WEBSITES

THEY DO ALL THE  
WORK!





# EVEN MORE TOOLS TO HELP YOU SUCCEED!



Associate networking,  
training & more



Private group pages for  
collaboration and community



State of the art online  
meetings and training



Incredible A.I. App



National partnership, free  
seller protection



Discounts on CE for CIC  
Associates



**OPCITY**



**PrimeStreet®**

Warm leads at no up front cost to you  
(in some markets)

# CALL IT CLOSED HEALTHCARE



## CLEARWATER BENEFITS

IN PARTNERSHIP WITH



Clearwater Benefits is a trusted healthcare partner who provides agents & their families access to better healthcare options for dramatically lower costs.

Finally, a way to take control of your healthcare expenses. Impact Health Sharing is a caring community of people who share in each other's medical bills. Impact is for anyone who is interested in sharing, acting responsibly together, and saving on their health care.

On average, Clearwater customers save \$10,000 a year on fixed healthcare costs (e.g., monthly premiums) when they make the switch.

Most members save about \$500 monthly. Plans start as low as \$73 for individuals and \$378 for families. With over 500 unique price points, you can find an option to fit your budget.

Clearwater members have access to unlimited use of 24/7/365 teledoc services, including \$0 visits for everyday needs like prescriptions and basic diagnoses.

Free telemedicine, great Rx discounts, and comprehensive medical - plus pick any doctor you want!

# SHOULD I JOIN?



# WHAT WILL ALL THIS COST ME?



## THAT'S THE BEST PART!

The Call It Closed Success System™ is ONLY \$99/month + Technology Fee of \$255/year

One Time Setup Fee of \$199, which includes your first month of the Call It Closed Success System™ and your first order of business cards (plus some extra CIC swag!)

Transaction Fee of \$399, Residential or Commercial

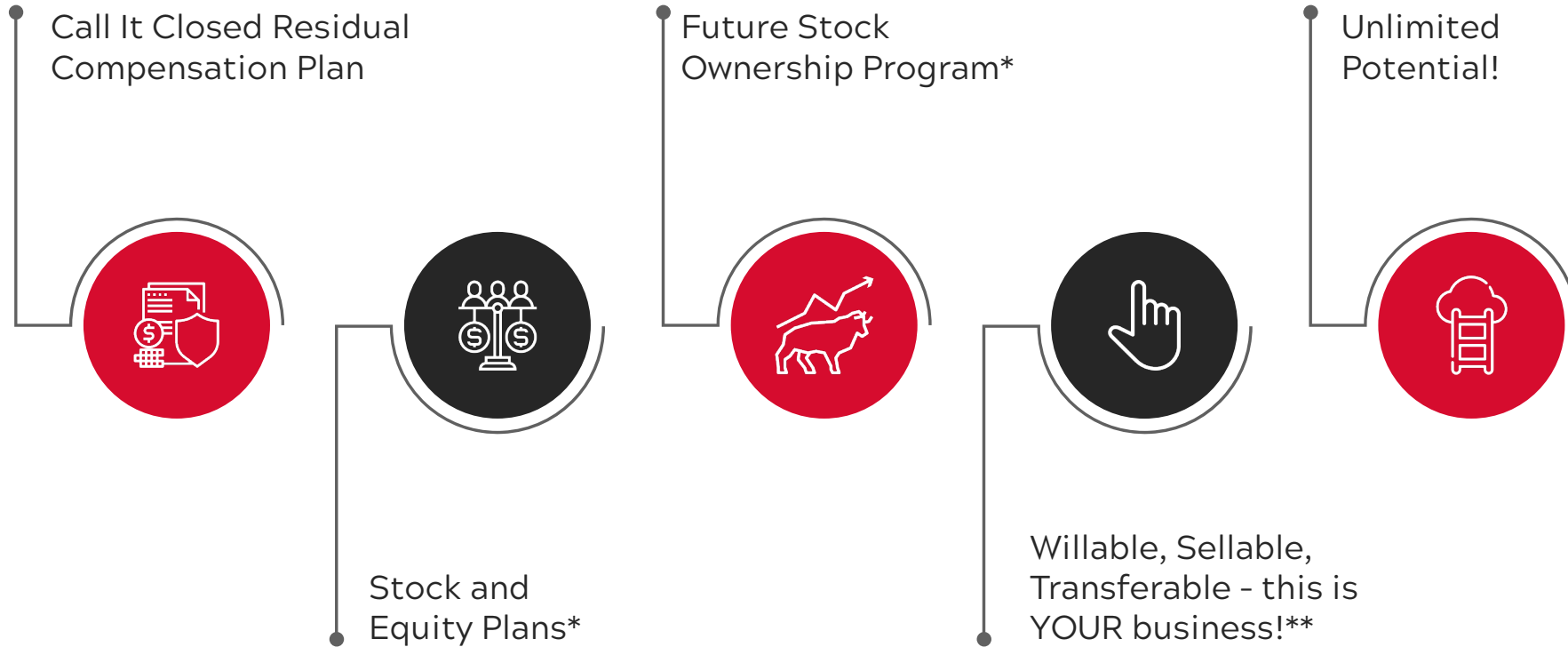
No Extra Fees (No E&O Fees, No Franchise Fees, No JUNK Fees)



Leases start at \$59.

# WHY CALL IT CLOSED®?

...AND THE ABILITY TO MAKE MORE MONEY LATER!



\*Not yet implemented. Subject to regulatory approval. May initially be in the form of phantom stock which would not include any voting rights or hold any value.

\*\* After vesting requirements are met

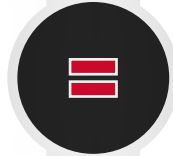
# INTRODUCE OTHER ASSOCIATES TO CALL IT CLOSED®



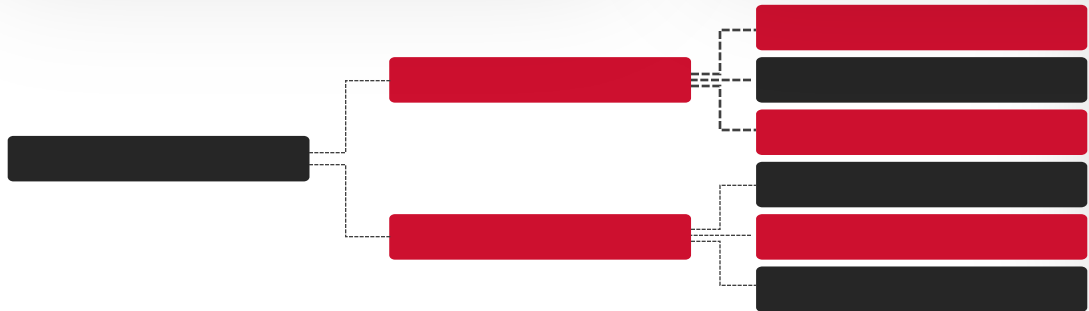
CIC Associate (YOU)



New Associate



More \$ for YOU!



Build your own CIC business and help others do the same to make even more!

# CALL IT CLOSED® RESIDUAL COMPENSATION PLAN



## Build your own “brokerage within a brokerage”

As you introduce new associates to Call It Closed®, and those associates do the same, you can qualify to be paid for up to 7 tiers (or levels) of sponsorship, potentially paying you on every closing for hundreds or even thousands of CIC associates.

LEVEL	PAID TO SPONSORING ASSOCIATE PER CLOSING	PERSONALLY SPONSORED ASSOCIATES NEEDED (ON YOUR LEVEL 1) TO QUALIFY FOR THIS LEVEL
1	\$100	1
2	\$50	2
3	\$15	3
4	\$15	5
5	\$10	7
6	\$15	10
7	\$40	15

# CALL IT CLOSED® RESIDUAL COMPENSATION PLAN



Level	Number of Associates	Paid to Associate	Total Monthly
1	3	\$300	\$300
2	9	\$450	\$750
3	27	\$405	\$1,155
4	81	\$1,215	\$2,370
5	243	\$2,430	\$4,800
6	729	\$10,935	\$15,735
7	2187	\$87,480	\$103,215

This chart shows the potential monthly residual income to an associate who has met the qualifications for all 7 payment tiers of the Residual Compensation Plan, based on the average sponsored associate each closing 1 transaction per month.

This illustration is only for educational purposes and is not intended to serve as a guarantee of income. Success in this business requires and only comes by way of hard work, dedication and good sales skills. The average Associate in this business earns between \$450 and \$1,500 per year. Some will earn less while others may earn more.



# CALL IT CLOSED® "PLUS"

At CIC, we believe in giving our Associates the best opportunities to diversify their income if they choose to.





**CALL IT CLOSED®**  
TITLE

Potential to get paid on closings for other Associates, even if they don't work for CIC!  
(Now Open in NC and SC)

Potential to be paid for teaching your clients how to pay off their mortgage in 5-7 years and save thousands of \$\$\$!



**FINANCIAL™**  
UNITED FINANCIAL FREEDOM  
INDEPENDENT AGENT



**CALL IT CLOSED®**  
MORTGAGE

POWERED BY 

Potential to be paid on the mortgage without the headache of loan processing!  
(Now Open in all 50 States)

# CIC COMMUNITY



Collaboration - Associate workgroups and forums for support and to share ideas



**Referrals** - Building a global referral network of Call It Closed Associates



Giving Back - At Call It Closed®, our Associates love to help local and national charities, and some even give a portion of their commissions to worthy causes like the St. Jude Children's Research Hospitals\*

\*Associates are not required to make any donations or any specific donation amounts and Call It Closed International Realty has no formal relationship with any charities.

## WHY NOT NOW?



### THERE ARE THREE POSSIBILITIES:

1. Everything makes sense. I'm ready to go! Please walk me through the steps to get started.
2. This isn't really for me - 100% commission, the coaching and training, the residual income - it's just not a fit.
3. I need to pause and think. I'm really interested but need to truly consider it. Can we get back together in the next couple of days?



**CALL IT CLOSED<sup>®</sup>**  
International Realty

[JOINCALLITCLOSED.COM](http://JOINCALLITCLOSED.COM)

