

Looking for *solid* growth in your career? We may be a good fit...

ACRES Real Estate Services, Inc. is always looking for ambitious, positive-minded, focused and self-motivated agents who have a desire to become affiliated with a strong forerunner in the industry.

Built on solid ground is not only our motto, but a philosophy we have embraced since we started in 1995. Integrity, honesty and quality – we expect the difference and so do our clients.

We view ourselves as an organization with the responsibility of matching our clients' needs to the opportunities available in the marketplace. We do this by providing information to our clients, which we feel meets or exceeds their expectations. We strive to create efficiency in the marketplace to help our clients' achieve their goals.

Be it a trend-setter or trail-blazer we are always looking for new opportunities and new methods of doing what we do best: sell, lease and manage commercial, industrial and residential real estate. If embracing technology, brain-storming new niches, learning different aspects of real estate or meeting new people is part of your DNA then keep reading and contact me today for a discrete, private interview.

Burt M. Polson, CCIM
CEO/Broker



Burt M. Polson, CCIM ♦ CEO/Broker ♦ DRE #01151232
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"Built on solid ground"

- Prominent office location with private and semi-private offices, large conference room, reception, parking
- Experienced broker who has been in real estate since 1991, CCIM Designee, experienced in commercial and residential sales, leasing, management and consulting
- ACRES Real Estate Services, Inc. is involved in the community and believes in volunteering time and giving monetarily to quality organizations
- Member of CCIM, NCalCCIM Chapter, California Apartment Association, BAREIS, NORBAR, CAR, NAR, Leadership Napa Valley and American Canyon & Napa Chambers of Commerce
- Education focused with emphasize on attendance of continued education and seminars
- Office-wide standard commission splits
- Profit sharing
- “Open” accounting books of real estate operations
- E & O insurance coverage included
- Mentoring by Broker, manager or coach
- Invested in coaching either by Broker, Manager, hired coach or through outside education
- Distinctive branding of ACRES Real Estate Services, Inc. name and logo well known in the community
- Company-wide advertising, when appropriate
- Administrative:
 - Technology oriented with prominent branded website, branded Associate-Licensee email, availability of Associate-Licensee’s own blog and own website section
 - Access and usage of office CRM and property databases
 - Online transaction management software
 - Focused on pursuit of “paperless” transactions
 - Transactional office supplies
 - All software lease contracts with AIREA leases
 - All software sales contracts with ZipForm
 - Networked office including wireless broadband Internet and digital all-in-one color photocopier/facsimile/printer/scanner
 - Call attendant directing calls from main line to Associate-Licensee’s numbers of choice
 - Availability of assistant for marketing, listing placement online, brochure creation
 - Availability of assistant for property and client research
 - Availability of escrow coordinator
 - On-going website SEO for first page search results placement

- Mobile phone/PDA
- Business cards
- Printing, copying and faxing
- Shared marketing or research assistant and escrow coordinator (hourly fee)
- Office CRM database system (annual fee)
- Farming materials and supplies
- Postage
- Association dues
- MLS dues
- Key dues
- Associate-Licensee or listing specific advertising
- Listing services fees
- Automobile expenses
- Personal assistant
- Desktop or laptop computer
- Lockboxes
- Listing signage and installation

We feel that teamwork, synergy and harmony are what keeps and office growing in a positive fashion always being on the cutting-edge. Therefore, all our agents and brokers are on the same commission split of 75%.

As each agent strives to attain his or her goals and effectively exceeds his or her goals for the year the commission split is increased to a premium rate of 90% at the point in time the total commission brought to the office is \$150,000.

Additionally, *all* agents are participants in annual profit-sharing of net income to the company allocated annually to each agent based on their pro rata share of commission income brought to the company.

Agent Responsibilities

Office-Wide Standard
Commissions Splits