



CIVITAS
REALTY

CLIENT DRIVEN, COMMUNITY GROUNDED



CIVITAS REALTY

OUR VISION

To grow a highly collaborative, highly productive real estate business

To provide our partner agents with a life-changing career path

To continually grow our business using proven systems and processes

OUR MISSION

In a partnership, people work together to advance their mutual interests. At Civitas Realty, we're focused on partnering with the right people to ensure that both our agents and our business can achieve the highest potential.

We strive to maintain a commitment to integrity, honesty, and transparency in all interactions with clients, ensuring we build long-lasting relationships based on trust and respect.



DEDICATED TO CLIENT CARE. DEDICATED TO YOU.

The real estate industry is changing radically — and fast. At Civitas Realty, we see where the industry is headed, and we're proudly leading the way. We believe many elements of the job can never be replaced by software or an app, so our team leverages top tech to empower our agents and improve the client experience. We foresee a growing wave of boutique real estate companies that prioritize exceptional client service while fostering the growth, well-being and happiness of their agents. In this evolving landscape, agents are never just a number, they are valued, supported, and empowered to thrive. This shift represents a refreshing departure from traditional models, emphasizing personalized experiences for clients and creating fulfilling careers for agents.

We're looking to support and partner with motivated agents who are ready to evolve and want to embrace this new path.



VALUE PROPOSITION

The old Chinese proverb: "Give a man a fish, and you feed him for a day. Teach a man to fish, and you feed him for a lifetime." says it all for us. We teach you how to fish. Civitas Realty helps streamline tedious transactional details and provides marketing, legal, and compliance support. We help you map out your success and then help guide you on that path. Our agents get to focus on building relationships, working their sphere of influence, nurturing past clients, and generating the referral business that's critical to their long-term success. And all while keeping work/life balance in check.

OUR PHILOSOPHY-"Client Driven, Community Grounded."

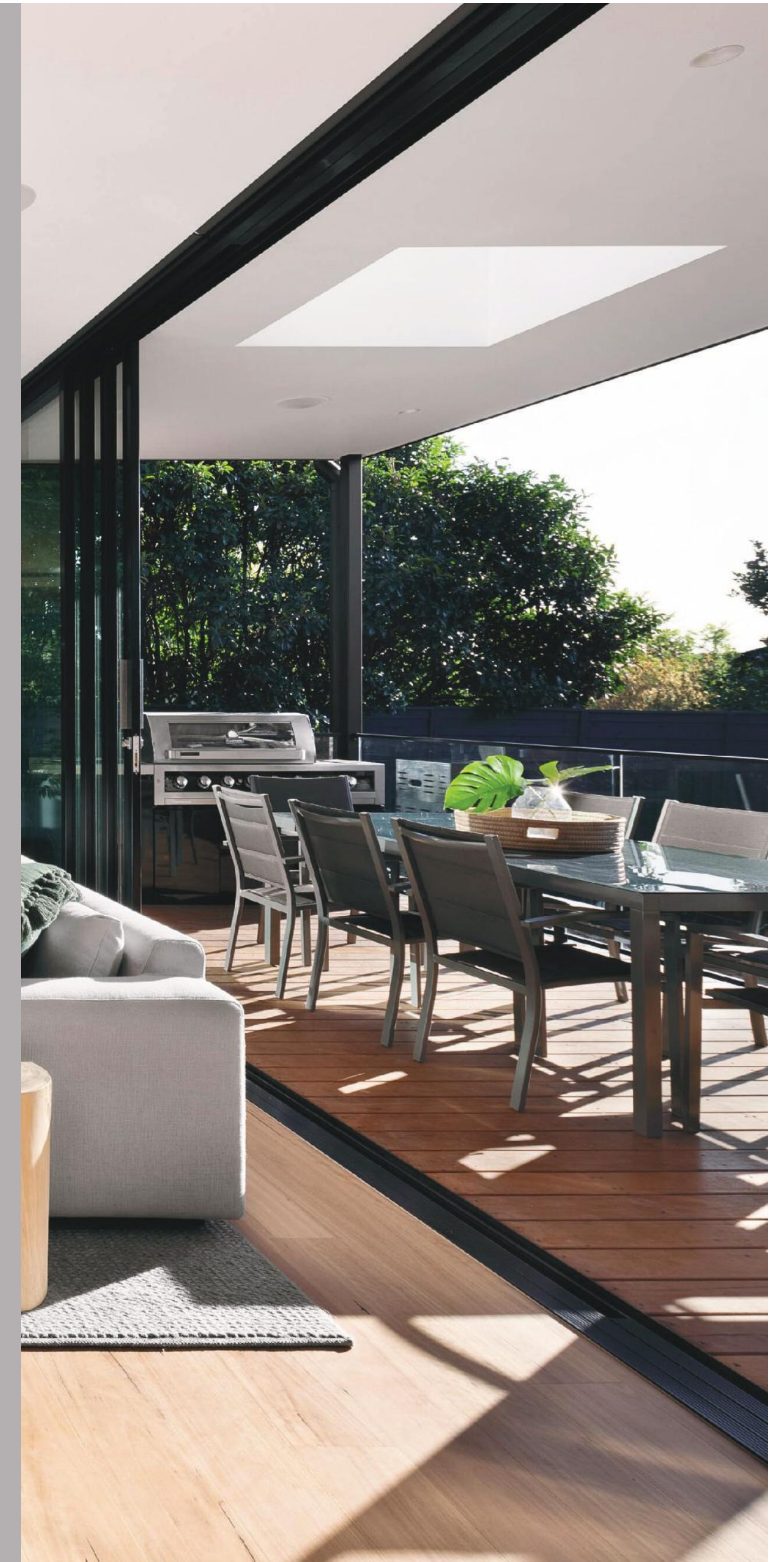
This phrase encapsulates our vision for Civitas Realty. We want our clients to have a top-tier experience, whether selling or buying, and we want our agents to have a strong, positive presence within their communities.

When considering the Civitas offering to a new agent, we thought about what we valued when we ourselves were new agents. We found great importance in a set of systems and tools as well as the training to help maximize their use. We needed a roadmap for success, customized for our goals, style, and personality, all within a working atmosphere of cooperation, camaraderie, encouragement and support. This is the foundation we have built for our agents at Civitas. We want our agents to serve clients at the highest level and to be happy while doing it. The stronger the foundation, the greater your chance for success.

In addition, we are community grounded Realtors who take pride in and get involved in our communities. We view our team as a community as well; a group of people having particular characteristics in common, a feeling of fellowship with our fellow agents, as a result of sharing common attitudes, interests, goals and values. After all, Civitas means community in Latin. We would love to welcome you to our community.

OUR CORE VALUES

- Acting with honesty, integrity, and respect in all areas of our business.
- A culture of collaboration, learning, fun, and commitment to supporting one another.
- Challenging the status quo and breaking new ground-Hard working, no excuses, determined, high striving and passionate.
- Customer's best interests over commission-Clients first.
- To impact lives through winning together-team player and coachable.
- To provide our customers with superior value and amazing service-service driven.



THE BENEFITS OF CIVITAS REALTY

*Indicates Savings for Partners

Integrated Technology

Marketing Automation

Open House System

CRM

Luxury Website

Single Property Websites

Road Map to Success

Regular Check-ins

Optimized Lead Funnel

Team Growth (Must be a 10M+ Producer-requirements apply)

Team VA (Must be a 10M+ Producer-requirements apply)

Team TC (Must be a 10M+ Producer) \$200 per transaction*

E&O (Must be a 10M+ Producer) \$120 per month*

Follow Up Boss-CRM \$500 per month*

DocuSign \$25 per month*

Marq Marketing \$12 per month*

Canva \$12 per month*

ActivePipe email marketing \$300 per month*

Luxury Website \$500 per month*

Digital Campaign Builder

Targeted Monthly Newsletter

Next Day Direct Deposit

Moxi Presents Presentations and CMA

Internal Lead Gen Process

INTEGRATED TECHNOLOGY

DocuSign

 **ACTIVEPIPE**

@workplace

 **MoxiWorks**

 **Gmail**

 **DIRECT
DEPOSIT**

 **LUXURY
PRESENCE**

marq

 **Follow Up Boss**

sideTM

DIGITAL
**Campaign
Builder**

 **continuu**

BROKERAGE SERVICES

A brokerage team to take care of your legal, compliance, and financials as well as guide you through your more complex transactions.

Broker Support for Teams	✓
Specialized Deal Support	✓
Broker Demand & Payment Management	✓
Legal & Compliance	✓
Ongoing Education	✓
ACH Payments	✓

TRANSACTION SERVICES

Our Transaction Coordinators (TCs) deliver an exceptional experience, leveraging the in-house tools for a seamless contract process.

Certified TC Training	✓
Contract-to-Close Services	✓
Compliance Management	✓
Timeline Management	✓

INSTANT PAY

CLOSE ESCROW. GET PAID INSTANTLY.

Instant Pay provides partners with INSTANT commission disbursement upon the close of escrow.

Instead of waiting for funds to clear at the close of escrow, Side fronts commissions to partners for instantaneous payment*. Deposited directly into a personal bank account, any partner can take advantage of this one-of-a-kind payment solution to get paid faster!

- **FASTER & EFFICIENT PAYMENT DISBURSEMENTS**
- **FULL COMPLIANCE AUDIT INTEGRATION**
- **ACCURATE COMMISSION STATEMENTS**
- **ONE-TIME BANK ACCOUNT SETUP**

**bank dependency: RTP (real time pay) is instant & ACH is next business day*



CONTINU PROVIDES ESSENTIAL RESOURCES FOR CIVITAS REALTY PARTNERED PROFESSIONALS TO SUCCEED. IN IT YOU'LL FIND:

- **Systems Mastery:** weekly sessions to help you fully utilize systems like Follow Up Boss CRM, Marketing Studio, and ActivePipe.
- **Side Community Workshops:** weekly sessions to help you get the most out of Side's tools, including creating marketing flyers and setting up smart client lists.
- **On-demand Training and Education:** walkthroughs for systems training and skills-based knowledge.
- **Agent Onboarding Journey:** designed to educate you and your team on new C-provided systems.





COMMUNITY

LEARN ABOUT OUR COMMUNITY CHANNELS:

- Community communications
- Workplace
- Monday Morning Roleplay
- Agent Success Events
- Side Updates
- Industry Events
- Managing Broker Events

What We Expect



Alignment with
Conduct and Code.



Participation in goal
Setting and Planning.



Regular Check ins.



Team Player.



Development for SOI
and Database



Alignment with
Visions and Values.



Alignment with
Brand Standards.



COMMISSION PLANS



COMMUNITY TEAMMATE

Community Teammates Requirements

- 4M + Sales Volume
- 3-4 minimum sales per year
- 2 years of experience minimum
- Service area (must be hyper focused in one area):
 - Laguna Niguel
 - Aliso Viejo
 - San Juan Capistrano
 - Capo Beach
 - San Clemente
 - Laguna Beach

Community Teammates Benefits

- Mentored by Community Leaders & Founders
- Admin Support
- Automated processes and systems
- Social Media Training
- Make More & Spend Less
- Brand Recognition-Community Focused
- Build a roadmap for growth

CIVITAS
REALTY

Visit civitasrealtyca.com for more info
