

BE THE REALTOR®  
YOU WANT TO BE

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# SAMSON

PROPERTIES



LICENSED IN VA, MD, DC, WV, PA, DE, FL | 703-378-8810 | JOINSAMSON.COM

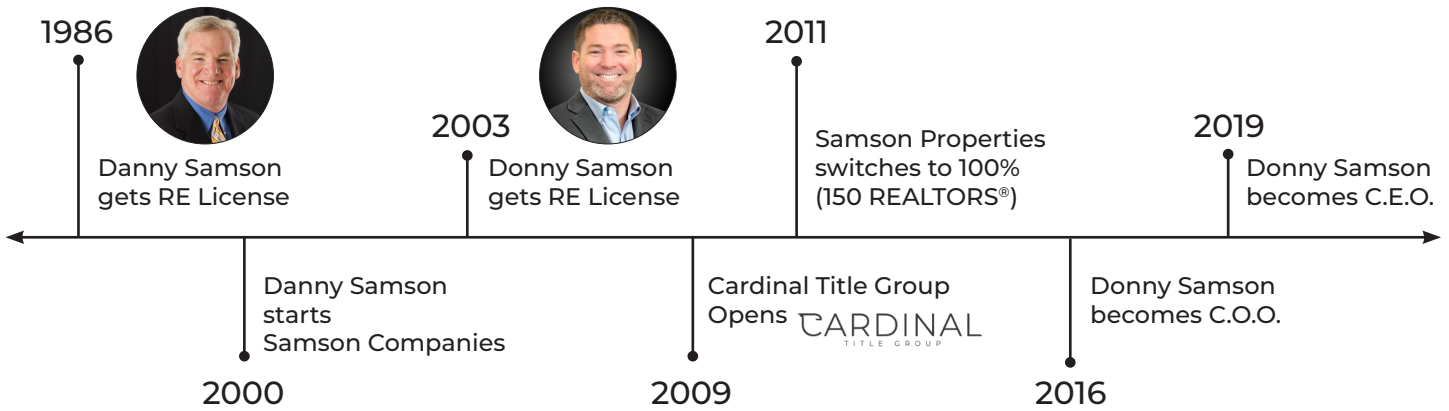
More than 5500 Professional REALTORS® with a Family Touch



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# timeline



**culture** “We genuinely prioritize assisting Realtors® in maximizing their earnings.”

**SAMSON**  
P R O P E R T I E S

- BE NICE**
- PAY IT FORWARD
- BE PROFESSIONAL**
- FAMILY
- INTEGRITY**
- EDUCATION
- GIVE BACK**
- INNOVATIVE



Join us at our information-packed sales meetings - every 3rd Wednesday

**Watch LIVE**  
on the Cardinal Nest



Top Producers attend these sales meetings regularly for gathering and exchanging great advances in the technology world. Technology is changing every day and even Top Producers receive new tips. The newer REALTORS® get to hear how these Top Producers do what they do best. Samson Properties sales meetings are held the 3rd Wednesday each month from 10:00 a.m.–11:30 a.m. in the Chantilly HQ Office.

SAMSON FAMILY  
ANNUAL  
FESTIVAL

SAMSON  
CARES



Watch live broadcasts of Samson Properties sales meetings & events.

All live events are posted on the Cardinal Nest.

For questions, contact:

Marketing Department | [marketing@samsonproperties.net](mailto:marketing@samsonproperties.net)



Sign up for  
Volunteer  
Opportunities with  
Samson Cares!

## commissions

# 100% COMMISSIONS FOR ALL REALTORS®

\$495 TRANSACTION FEE - UNTIL ATTAINING CARDINAL CLUB

YOU RECEIVE 100% COMMISSION FROM SAMSON PROPERTIES FOREVER.  
CLOSE YOUR TRANSACTIONS WITH OUR IN-HOUSE TITLE COMPANY IN ANY OF OUR 33 LOCATIONS.



## *The Cardinal Club*

\$3 MILLION OR 8 TRANSACTIONS IN THE MOST RECENT 12-MONTH PERIOD =  
**NO TRANSACTION FEES FOR LIFE**

\$50/MONTH FEE FOR ALL REALTORS®  
\$345 BROKERAGE FEE ON ALL TRANSACTIONS - CLIENT PAID

### When working with Buyers

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- You are permitted to give any cash back you desire

### When working with Sellers

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- You can list the home for whatever percentage you would like

### Referrals

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- 100% splits for in-office referrals
- Out of office referrals 90/10 split with a max of \$345 to Samson

### Rental

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- No brokerage fee
- Tenant Rep. - Agents keep 100%
- Rental listing Rep. - 92.5% to agent, 7.5% of one month's rent to Samson

### Commercial Commission Split: 90%/10% - NO broker fee

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# locations & growing

## 36 Samson Properties Locations

### VIRGINIA

- Alexandria
- Arlington
- Chantilly
- Culpeper
- Fairfax
- Fredericksburg
- Gainesville
- Lake Ridge
- Leesburg
- Locust Grove
- McLean
- Montclair
- Reston
- Richmond
  - Downtown
  - Libbie Mill
- Stafford
- Tysons
- Vienna
- Winchester

### MARYLAND

- Bel Air
- Bethesda
- Bowie
- Burtonsville
- Clarksville
- Columbia
- Frederick
- Gaithersburg
- National Harbor
- Silver Spring
- Waldorf
- White Marsh

### WASHINGTON, DC

- DC Noma
- DC Farragut

### WEST VIRGINIA

- Charles Town
  - Saratoga Drive
  - N George Street
- Martinsburg

### Drop-in

- FREE Drop-in desks and printers available for use at all locations

Full management and broker support at all times

Private offices available \$150–\$600 per month

Do you know REALTORS® interested in joining us?

- Earn \$500 for each agent you refer who joins the company!



## tiered rewards

*Silver* 9 transactions or less: **\$500**

*Gold* 10-19 transactions: **\$2,500**

*Platinum* 20-39 transactions: **\$5,000**

*Diamond* 40+ transactions: **\$10,000**

We're constantly growing ...

# 5500<sup>+</sup> REALTORS® GROWING

- From 1000 to 5500 agents in the last four years
- Welcome roughly 100 new family members per month



... and going

- 2019—3.8 Billion in Sales Volume
- 2019—8,759 Total Transactions
- 2020—5.6 Billion in Sales Volume
- 2020—12,359 Total Transactions
- 2021—9.6 Billion in Sales Volume
- 2021—20,240 Total Transactions
- 2022—8.4 Billion in Sales Volume
- 2022—17,124 Total Transactions
- 2023—8.6 Billion in Sales Volume
- 2023—16,720 Total Transactions



## A COMPREHENSIVE TECHNOLOGY PLATFORM TO PUT YOUR BUSINESS GROWTH ON AUTOPILOT

- **CUSTOM WEBSITES:** Customizable websites with real-time IDX home search, rich community pages, home valuation pages and more to maximize lead capture.
- **LEAD ENGINE:** The most comprehensive and effective lead generation tools available allow you to generate new leads organically or supercharge results with built-in paid advertising.
- **SMART CRM:** A.I. driven lead validation & scoring, plus automated follow up via email, text, and phone, take the guesswork out of staying in touch.
- **MARKETING SNAPSHOT REPORTS:** Set up your clients and/or anyone in your CRM to get branded market reports monthly from you. Bringing them the information they desire in a professional way brands you as their go to REALTOR®.
- **MARKETING AUTOPILOT:** Behavioral nurturing delivers unique, relevant and timely content automatically, driving up to 10x higher engagement across both new leads and personal SOI contacts.
- **LISTING MANAGEMENT & MARKETING:** Seamlessly manage all your listings from one central location with built in social media marketing to maximize exposure while capturing new leads.
- **LISTING ACTIVITY REPORTS:** Get market information on how many hits each of your listings are getting on the top Real Estate websites. Your site, Realtor.com, Zillow, Trulia, and be able to send that report to your seller clients automatically.
- **BRANDED MOBILE APP:** CRM app & built in Mobile Dialer prompt conversations with both new leads and SOI Contacts based on recent activity. When you click your smart mobile dialer, it will give you “smart” suggestions on action items, who to contact and why.
- **BRANDED CLIENT APP:** You can give the Mobile App to your clients, branded with your logo, your picture, however you want. They can search for homes, view market snapshots, etc.
- **BRANDED OPEN HOUSE APP:** A branded Open House App captures visitors while automatically kicking off follow-up campaigns.
- **CORE LISTING MACHINE:** (see additional page)
- **CORE SOCIAL:** (see additional page)
- **CORE PRESENT:** Quickly creates customizable CMA presentation with real-time activity tracking.
- **SAMSON FACEBOOK ADS:** Samson Properties will send their ads through the kvCORE Property Boost platform. This will funnel all the leads automatically into your Smart CRM for automated follow up. This will also add all of the data into your listing activity reports to make you look even more like an amazing listing agent.
- **MARKETPLACE:** Dozens of seamlessly integrated add-on solutions like paid advertising, Property Boost lead generation, vanity domains and more allow you to customize the platform to meet the unique needs of you and your team.

# CORE ListingMachine FEATURES

REAL ESTATE MARKETING AUTOMATION THAT WORKS.  
DISCOVER EACH OF THE POWERFUL TOOLS INCLUDED IN YOUR  
CORE LISTINGMACHINE MEMBERSHIP

- **PROPERTY SITE**—Entire website dedicated to your listing with beautiful images and your agent info prominently displayed.
- **LISTING VIDEO**—SEO-friendly YouTube video of your property with listing info and backlinks.
- **SOCIAL MEDIA**—CORE ListingMachine leverages your followers on social media and turns them into leads.
- **LIVE CHAT FEATURE**—Allows you to real-time chat with a potential buyer on your property site.
- **PRINTABLE FLYER**—A beautiful 8½" x 11" property flyer is automatically generated by CORE ListingMachine.
- **24 HR INFO LINE/SHORTCODE**—Personalized options that are easy to set up and easy to track.
- **LEAD GENERATION**—Listing Machine gives you the tools to reach more people, obtain more leads, and sell your listings faster.
- **BATCH TEXTING**—Nurture your entire database of potential buyers at once by sending batch text messages announcing new listings and property updates.
- **OPEN HOUSE ANNOUNCER**—With the click of a button, you can easily add an open house announcement to your listing's property site.
- **E-POSTCARD**—Send an email that showcases your listing to all of your leads.
- **STATS**—Weekly stats for all your listings are delivered right to your inbox so you can see where traffic is coming from and what's working.



## YOUR SOCIAL MEDIA, PERFECTED.

Let's face it, managing your social media is a chore. A drag. Just one more thing you have to do to stay on top of your game. And it's not like you don't have a bazillion other things pulling at you from every which way. If only there was a way to automate your social media with fresh, dynamic content that also generates leads and makes you look amazing.

Wouldn't you know it? There is. It's called CORE Social. It's an easy and cost-effective way to give your Facebook, Twitter and LinkedIn profiles some pretty great content, additional listings and new lead generation opportunities. PIXsocial makes you look like a social media guru without even breaking a sweat. (Do gurus actually sweat? Another time, another place.)







# CORE Present

The next-generation CMA and presentation builder CORE Present, helps you guide clients through an interactive and compelling price discussion. Create an engaging CMA in under a minute or build a fully customized, branded presentation with real-time activity tracking to ensure you win the deal.



GET READY TO  
ACCELERATE YOUR  
BUSINESS GROWTH!

Automate marketing campaigns, boost your brand awareness, capture and convert more leads, all in ONE intuitive platform.



SAMSON  
PROPERTIES




Where agents and homebuyers  
search for a home together.

**FOR YOUR BUYERS,** it's an award-winning search platform that will keep them connected to you rather than shopping on sites like Zillow or Redfin, and makes searching for a home with your clients much easier and more effective.


**FOR YOUR SELLERS,** you'll be able to use all the real-time buyer demand data to keep your prospects and sphere of influence up-to-date with the market, and win more listings, and sell listings more effectively.

# FREE PROPERTY ADS ON FACEBOOK THROUGH KVCORE



A FREE FACEBOOK AD FOR EVERY NEW LISTING!

 **Real Estate for Sale** Sponsored •

Just listed 6 BD / 5.5 BA in Vienna, VA!  
Click for price and more pics. [...See More](#)



DONNYSAMSON.SAMSONPROP-  
**Thinking about a Move?** [LEARN MORE](#)

 Like  Comment

 **Real Estate for Sale** Sponsored •

Just listed 7 BD / 7 BA in Oakton, VA!  
Click for price and more pics. [...See More](#)



SAMSONPROPERTIES.NET  
**Thinking about a Move?** [LEARN MORE](#)

 Like  Comment

ALL LEADS ARE SAVED INTO YOUR DATABASE  
SET TO FOLLOW UP AND NURTURE CUSTOMERS.

# FULL-SERVICE, IN-HOUSE PRINT CENTER

Use postcards, flyers, brochures, or newsletters for any type of promotion. Think of the ways you can use these to promote yourself and your business. Just browse the free marketing design templates and then customize them yourself, or work with our marketing staff to help you create your customized print marketing for free. You create a one-of-a-kind design that is sure to stand out.

STANDARD

Full-color on regular stock with a white border (no bleeds)

PREMIUM

Full-color gloss cover, design bleeds off page



## AGENT POSTCARDS

Full-color, large 8½ in. x 5½ in. front and back postcards—addressed with postage, taken to post office, and mailed.

STANDARD

PREMIUM

200 **FREE** postcards

200 postcards at \$0.10 each

(per Just Listed/Just Sold)

200 **FREE** postcards

200 postcards at \$0.10 each

(per Open House sent to renters)

\$0.65 / color **MAILED**

\$0.75 / color **MAILED**

\$0.20 / color not mailed

\$0.30 / color not mailed



## FLYERS

Full-color 8½ in. x 11 in. front and back flyers

STANDARD

PREMIUM

**FREE** flyers per listing

\$0.50 / color flyer

Prefer 30 at a time





## BROCHURES

Full-color 8½ in. x 11 in. front and back brochures, folded and stapled as necessary

### STANDARD

**FREE** brochures

Prefer 30 at a time

### PREMIUM

\$1.50 / 4-pg. color **MAILED**

\$0.75 / 4-pg. color not mailed

\$1.00 / 8-pg. brochure not mailed

## MONTHLY NEWSLETTERS

4-page, full-color newsletter: address, postage, delivered to post office and mailed.

### PREMIUM

\$1.50 / color **MAILED**

\$0.75 / color not mailed



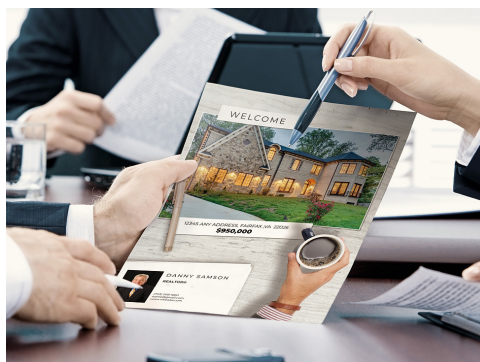
## BOOKLETS

Full-color 8½ in. x 11 in. booklets from 12 pages up to 28 pages in multiples of 4 pages. Premium booklets are printed on lighter, non-gloss paper with a premium card stock cover.

### PREMIUM

\$0.15 / color page

USE OUR FREE TEMPLATES FOR A COORDINATED LOOK



## AGENT EXPERIENCE TEAM

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### CHANGE IS HARD.

Our Agent Experience Team is here to make it easy. They will get you connected with Samson resources, staff, support, and make you a part of the Samson Family!

From the moment you join Samson, your Agent Experience Specialist will be there to answer your questions and support you in your real estate journey!

## OUR TEAM OF IN-HOUSE TRAINERS OFFER FREE TRAINING

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- Social Media
- kvCORE
- Lofty (Formally CHIME)
- SkySlope
- BrightMLS
- Personal Branding
- Headshots
- Postcard/Flyer/Brochure Template
- Marketing
- Sales Contract and Addenda
- Open Houses
- Lead Generation
- Predictive Analysis
- Commercial Real Estate
- Real Scout
- Geo-Farming
- Cardinal Title Tips
- How to Win a Bid
- Listing Presentations
- Financing 101
- Jump Start Classes
- Masterminds
- Prospecting
- Buyer Series
- Seller Series
- Business Basics
- CMA's

### COULDN'T MAKE THE LIVE CLASSES?



WATCH 250+ HOURS OF ONLINE TRAINING VIDEOS  
ON SAMSON UNIVERSITY.

[SAMSONUNIVERSITY.NET](https://www.samsonuniversity.net)

# coaching & mentor programs



Are you ready to take your business to the next level? Samson offers our agents coaching and accountability. Our company-certified Coaches help and guide our agents through goal setting, business strategy, development of business processes and procedures, prospecting methodologies, and more. Our multi-tiered coaching program ensures agents will be partnered with a coach best equipped to help them reach their goals.

**ACCOUNTABILITY IS THE KEY TO YOUR SUCCESS!  
ARE YOU READY FOR YOUR BUSINESS TO GROW?**



## MENTOR PROGRAM

A mentorship is **REQUIRED** unless you have closed 2 Buys and 1 Listing in the last 3 years.

### 1-ON-1 AND GROUP TRAINING

- Open House classes
- Assist you in identifying and how to prepare for Open Houses
- Marketing and lead generation training
- Commission split on 1st listing: 60% REALTOR®, 40% mentor
- Commission split on 1st buyer-side sale: 60% REALTOR®, 40% mentor
- Commission split on 2nd buyer-side sale: 70% REALTOR®, 30% mentor

### HOW-TO: BUYER REPRESENTATION

- Mentor will be with you for buyer representation from start to settlement
- Identify and prepare for an Open House
- Contract education: Assist with contract writing and discuss contract checklists and all required forms

### HOW TO: LISTINGS ROLE

- How to market for listing opportunities
- Assist in preparation and go to your listing appointment with you
- Assist with every aspect of the contract through settlement



# concierge: listing marketing package

PACKAGE COST WILL BE DEDUCTED FROM COMMISSION AT CLOSING



SAMSON LISTING  
CONCIERGE SERVICES MARKETING  
P A C K A G E

LIST MARKETING  
P A C K A G E

✓ \$300

CONCIERGE COMPLETE  
P A C K A G E

✓ \$450

includes contract to close

\*If document prep is needed agent(s) will add an added \$50.00 to the cost of the package. See Listing Prep or Offer Writing Packages for more information

- ✓ ✓ Gather signed listing documents from the Agent and upload to SkySlope (If document prep is needed there will be an added charge of \$50.00).
- ✓ ✓ Contact Agent's preferred Signpost installation company to order signpost and brochure holder (at agent's request)
- ✓ ✓ Contact Agent's preferred photographer to coordinate property shoot and additional services as decided by the Agent. The Agent will provide the Concierge Specialist with a window of time that works best for them and their seller(s). Agent will prioritize the marketplace.
- ✓ ✓ Enter Listing into MLS (Multiple Listing Service). The agent will provide all listing details on the property and is responsible for proofing the listing prior to publication. Enter all utility information. (All MLS, brochures and flyers sent to agent and owner for approval first.
- ✓ ✓ Order Seller(s) side home warranty if applicable.
- ✓ ✓ Upload documents into the MLS listing – disclosures, conveyance sheet, plats, floor plans, information for making an offer, CTG flyer).
- ✓ ✓ Update Sentrilock by assigning the lockbox to the property (if needed and available schedule runner to install Sentrilock).
- ✓ ✓ Create property brochure and send it to the Print Center (First 30 standard brochures are free) (if available schedule runner to deliver brochure to property).
- ✓ ✓ Create digital property flyer. (Flyers can be printed by the Agent at any office location).
- ✓ ✓ Add contacts to showing time and activate for seller.
- ✓ ✓ Update Sentrilock with the property information.
- ✓ ✓ Create and send 200 Open House postcards. (First 200 standard post cards are free, and it is for listings only)
- ✓ ✓ Update MLS with Open House information.
- ✓ ✓ Create and send just listed or just sold (agent selects which one) post cards. (First 200 standard post cards are free).
- ✓ ✓ Change listing status in MLS at the Agent's direction.
- ✓ ✓ Order Signpost removal.
- ✓ Contract to Close Package

*\* All TC services will be done by licensed agents.*

# concierge: transaction coordinator package

PACKAGE COST WILL BE DEDUCTED FROM COMMISSION AT CLOSING



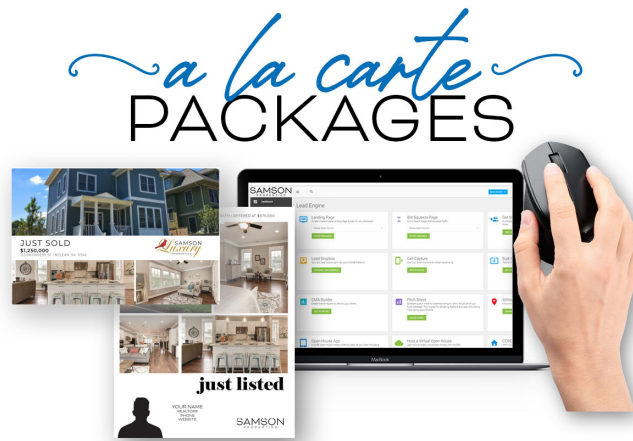
## THIS PACKAGE COVERS SERVICES FROM THE TIME OF CONTRACT RATIFICATION THROUGH SETTLEMENT!

- ✔ Confirm all paperwork is fully signed and initialed. Submit paperwork in SkySlope. (Prep paperwork if writing contract for agent)
- ✔ Send introductory email to the lender, title company, cooperating agent, and Samson client. Act as point of contact for all parties.
- ✔ Request any information sheets from the title company and send them to the client and assist with completion.
- ✔ Fill out and submit EMD confirmation paperwork.
- ✔ Note all contingencies, walk-through, and settlement dates. Email the Agent with reminders.
- ✔ Order HOA/condo documents and ensure delivery to client per contract.
- ✔ Schedule inspections with preferred vendor (home inspection, radon, well & septic, termite) as directed by the Agent. (Help prepare addendum/releases for signature)
- ✔ Notify the Agent and cooperating agent of upcoming contingencies.
- ✔ Fill out the commission disbursement form, send for Agent's signature, and submit it to SkySlope.
- ✔ Confirm who is purchasing the home warranty, order if needed, and send it to the title company.
- ✔ Send notifications to the Agent and cooperating agent as contingencies are completed.
- ✔ Confirm termite inspection is completed and sent to client and title company 2 weeks prior to closing.
- ✔ Send updates on the files status and note any outstanding tasks that require attention weekly.
- ✔ Gather all repair receipts and match them with the home inspection removal form.
- ✔ Schedule settlement date and walk-through with client and confirm with cooperating Agent.
- ✔ Facilitate the exchange of utility information between the clients.
- ✔ Prepare and send settlement letter to client with what to bring to closing and date/time/location.
- ✔ Review CD to ensure all credits, commissions, and fees are included and confirm with Agent.
- ✔ Add ALTA/HUD to SkySlope post-closing.
- ✔ Enroll your client in the Client Follow Up program – 23 mailings throughout the next years (\$36.07 optional addition).
- ✔ Notify agent that compliance review is complete, and the file has been passed to accounting.

*\* All TC services will be done by licensed agents.*

# conciierge: a la carte services

Contact our Concierge Coordinator to get started with your a la carte pieces today. All costs paid up front with your credit card on file.



## MARKETING ITEMS

- Print Material Package
- Social Media Package
- Individual Print items—varying prices all prices are for the creation, agent pays for printing and mailing)
- Agent Newsletter—modifying and creating with custom content

## SKYSLOPE

- Skyslope—Listing agreement, Buyers Agreement, Sales Contract, all forms needed for that transaction (agent must track down the forms)
- Creating Transaction, sending documents for signatures and submitting all required paperwork

## KVCORE

- Set up your kvCORE account and connect it to your social media channels
- Push through new listings to your social feeds, make sure listing website is created and all leads are going back to agents kvCORE CRM
- Create a custom URL for the home, change listing website to the URL and order a rider for the sign of the listing

## LICENSED SERVICES

*(provided by a licensed transaction coordinator)*

- Listing agreement preparation
- Offer preparation
- MLS listing input
- Rush option

## GRAPHIC DESIGN A LA CARTE

- Cost billed to credit card on file
- For \$30 per hour receive custom designs for your own logos, signs, newsletters, postcards, brochures, web graphics, banners, and more.





# lead generation

## KEEP YOUR SIGN LEADS!

Stop losing your sign call leads to the front desk.

How many leads per year are you losing? With Samson Properties, your phone number is the most visible number on your sign.

FREE sign templates are available for various styles and sizes. Signs can be ordered through one of our trusted partners.

***YOUR LISTINGS, YOUR LEADS!***



## **FREE** *Lead Generation* WHEN YOU JOIN

- FREE** Coaching, Training, and C.E.
- FREE** 1-on-1 Social Media and Technology Training
- FREE** Professional Headshots
- FREE** Personal Video Training
- FREE** 300 Large Color Postcards Announcing You've Joined Samson Properties
- FREE** 200 Large Color Postcards Mailed to Renters for EVERY Open House
- FREE** 200 Just Listed/Just Sold Postcards
- FREE** E & O Insurance
- FREE** SkySlope: Transaction Management Platform
- FREE** Testimonial Tree
- FREE** Real Scout App
- FREE** Facebook Ad for Every Listing
- FREE** Custom Websites
- FREE** Single Property Website for Each Listing
- FREE** Marketing Snapshot Reports
- FREE** Marketing Autopilot
- FREE** Listing Management & Marketing
- FREE** Listing Activity Reports
- FREE** Branded Mobile Apps
- FREE** Smart CRM- kvCORE and Lofty
- FREE** kvCORE Marketplace
- FREE** CORE Listing Machine
- FREE** CORE Social
- FREE** CORE Present
- FREE** Lofty Tech Stack
- FREE** Lofty AI Assistant
- FREE** Lofty Social Studio

# showingteam, samson solutions, & instant offers



This app was created for REALTORS® by REALTORS® to alleviate those stressful moments when business calls but you have another commitment. The concept of the app is simple, if you need a fellow agent to:

- Show a home on your behalf
- Hold an open house **OR**
- Help in any other real estate capacity

Simply log into the app, follow the easy prompts to post a job (along with the amount you are willing to pay), and voilà, your job will be picked up by one of our trusted trained agents within our own company. Piece of cake!



Samson has partnered with Curbio to give you the tools to help your sellers prepare their property for the market! Curbio handles all the renovations and repairs for your clients' home - whether they're big projects or small—with the flexibility to defer payment until the property is sold!

## SAMSON INSTANT OFFERS

WE HAVE OUR OWN INSTANT OFFERS COMPLETE SELLERS SOLUTION PACKAGE

This program allows you to offer sellers **3 SALE SOLUTIONS:**

1

Regular Market Sale

2

Bridge Solution

3

Instant Offer Solution

You can now advertise that you have a “Sell Program” that will attract a wider variety of clients, making you more successful in every seller scenario! Get paid full commissions on all Bridge or Instant Offer solutions.

# testimonial tree, zoccam app, & team hub

## TESTIMONIAL TREE



Testimonial Tree is the leading online reputation management company. Our testimonial software makes it easy for you to collect authentic testimonials from your happy customers and automatically share the best stories online to attract new customers.

## ZOCCAM APP



QUICK, RELIABLE, AND SECURE MOBILE DEPOSIT FOR EMD CHECKS AT YOU FINGERTIPS!

ZOCCAM takes security risks out of the transaction by eliminating potential fraud for the buyer, seller, agent, and broker.

- Unlike wire transfers, ZOCCAM does not show account numbers.
- Checks are encrypted from capture to delivery and images are not stored on the phone
- ZOCCAM uses encrypted handshakes and tokens.
- Multi-Factor Authentication and Secure 2048-bit encryption



TeamHub is the page on The Cardinal Nest devoted to all things team-related.

## AT SAMSON, WE LOVE TEAMS

- The collaboration, the opportunity to learn and grow as a professional agent, and then enhanced personal accountability are all part of what makes being a member of a real estate team valuable.
- Teams help many agents get leads, offer mentorship, and provide hand-holding when needed!
- Many agents in our company are interested in joining a team, and many of our teams want to grow!
- TeamHub was created to help Teams showcase their unique energy and style all while helping REALTORS® who are interested in joining a team find the RIGHT fit!
- Using Chime technology, you can manage and monitor your teams success.

Being part of a team at Samson is also a fast track to The Cardinal Club! Did you know that if your team leader is a Cardinal Club member, you automatically become a Cardinal Club member too! That means you NEVER pay transaction fees ever again and you keep 100% of your commission for your entire career! (minus team splits)



# THE ULTIMATE SAMSON PROPERTIES RESOURCE FOR YOUR REALTOR® NEEDS



An **intranet website** that offers everything you need to succeed in your real estate business.

## **Agents & Staff Directory**

**Announcements**—Keep up-to-date on the latest company news

**Calendar**—Detailing all Samson Properties' events and trainings

**Contractors**—Vendors to work with from moving companies, to appraisers and inspectors

**Education**—250+ hours of training videos, Mentoring Program, classes, seminars, workshops, and more

**Message Board**—An intra-company bulletin board system to share experiences, ask questions, write reviews, and communicate with fellow REALTORS®

**Office Locations**—Map and information about our 36 offices in Virginia, D.C., West Virginia and Maryland

**Print Center**—Create custom presentations, download printing templates, and access Print Center prices and online ordering at your fingertips

**Resources**—Documents, forms, printing templates, company logos all in one place, easily searchable

**Samson Shop**—Order Samson Properties promotional items

**Teams Page**—Advertise your team to recruit new agents or virtually interview all of our teams to find the best fit for you

## TOP AGENT RESOURCES AT YOUR FINGERTIPS



LIVE WEEKLY  
UPDATES



SALES  
MEETING



CONCIERGE  
SERVICES



LISTING  
PRESENTATION



BUYER & SELLER  
GUIDES

# SAMSON *NOW*

## IN-HOUSE COMMISSION ADVANCE COMPANY

Get your money faster, cheaper and easier than other advance companies!

**EASIER:** In Skyslope you have one additional form to fill out and submit (All paperwork must be in Skyslope for the file).

**FASTER:** We will evaluate ASAP in house, approve and either wire (\$15) or ACH to your account.

**CHEAPER:** Rates start at 8%.

If the transaction falls through, we will automatically push the lien to your next scheduled closing.

### TWO TIERS OF REALTORS

**GOLD SAMSON REALTORS:** Less than 12 transactions closed in last 12 months

- Can get approval after inspection contingency is removed.
- Can advance one advance at a time.

**PLATINUM SAMSON REALTORS:** 12 or more transactions in the last year

- Can advance up to \$25,000 total commissions at a time.
- Can get approval as soon as contract is ratified.
- Can get approval on listings with ratified listing agreement.

## GET GREAT HEALTH BENEFITS . . .

Samson Properties provides health benefits to help protect you from high out-of-pocket medical costs. You can enroll online or over the phone.



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Skip the clinic and have \$0 co-pays for medical consultations! Get on-demand access to a national network of board-certified doctors that can diagnose, recommend treatment and prescribe medication. Eligible for individuals and families.

*Available 24/7/365 and holidays!*



### Vision Insurance

See the difference a vision plan can have on your health and your wallet! In these times, a vision plan can help save you money on exams, lenses, frames and more!



### Short-Term Insurance

A short-term health plan can fill the gap between qualified medical plans that is very affordable with low deductibles to meet. It offers some prescription drug coverage and is available for individuals and families. Does not cover pre-existing conditions.

*Cancel at any time without penalty.*



### Traditional Health Insurance

These are major medical policies that cover physician services, clinics, emergency rooms and prescription drug coverage. They are qualified health plans according to the Affordable Care Act. Available for individuals and families.

*Traditional Health Insurance covers pre-existing conditions.*



### Dental Insurance

Dental Insurance can provide coverage for preventative, basic, and major dental expenses with the dentist of your choice. Also, some plans include orthodontia, teeth whitening and more.



### Supplemental Insurance

Benefits can be used to pay for emergency treatment, medical transportation and lodging. Use the money on whatever you need, like mortgage payments, credit card payments, car payments, daycare or business costs.

# our partners

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Cardinal Title Group is your in-house real estate settlement services company for residential and commercial clients in Virginia, Maryland, West Virginia and D.C. — with the most competitive rates in the industry. We are happy to accommodate closings at any of the Samson/Cardinal offices. If you or your clients need settlement to take place at a location other than one of our offices, please reach out to us and we will do everything in our power to accommodate.

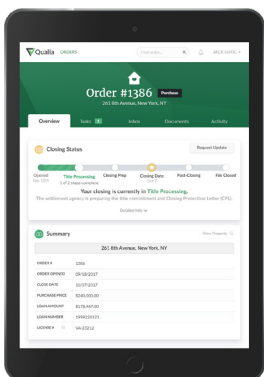
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Samson Property Management, LLC. (SPM) is a local family-owned business with headquarters in Chantilly, VA. We have very experienced management and administrative staff supporting our seamless property management and brokerage services. SPM is licensed, bonded, and insured, and is affiliated with Samson Properties, a full-service general real estate brokerage licensed in VA, WV, MD, DC, and PA, proudly supporting over 5000 REALTORS® operating out of 32 local offices. Danny Samson and the senior management team have been serving investors and absentee property owners in Northern Virginia since 1986. Samson Property Management, LLC. strives to offer a hands-on management approach to our owners by protecting their investments and enhancing the value of their property. We perform our property management and leasing services with a personal touch.

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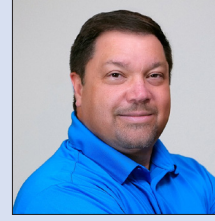
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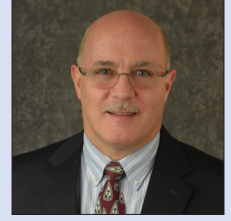
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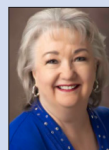


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