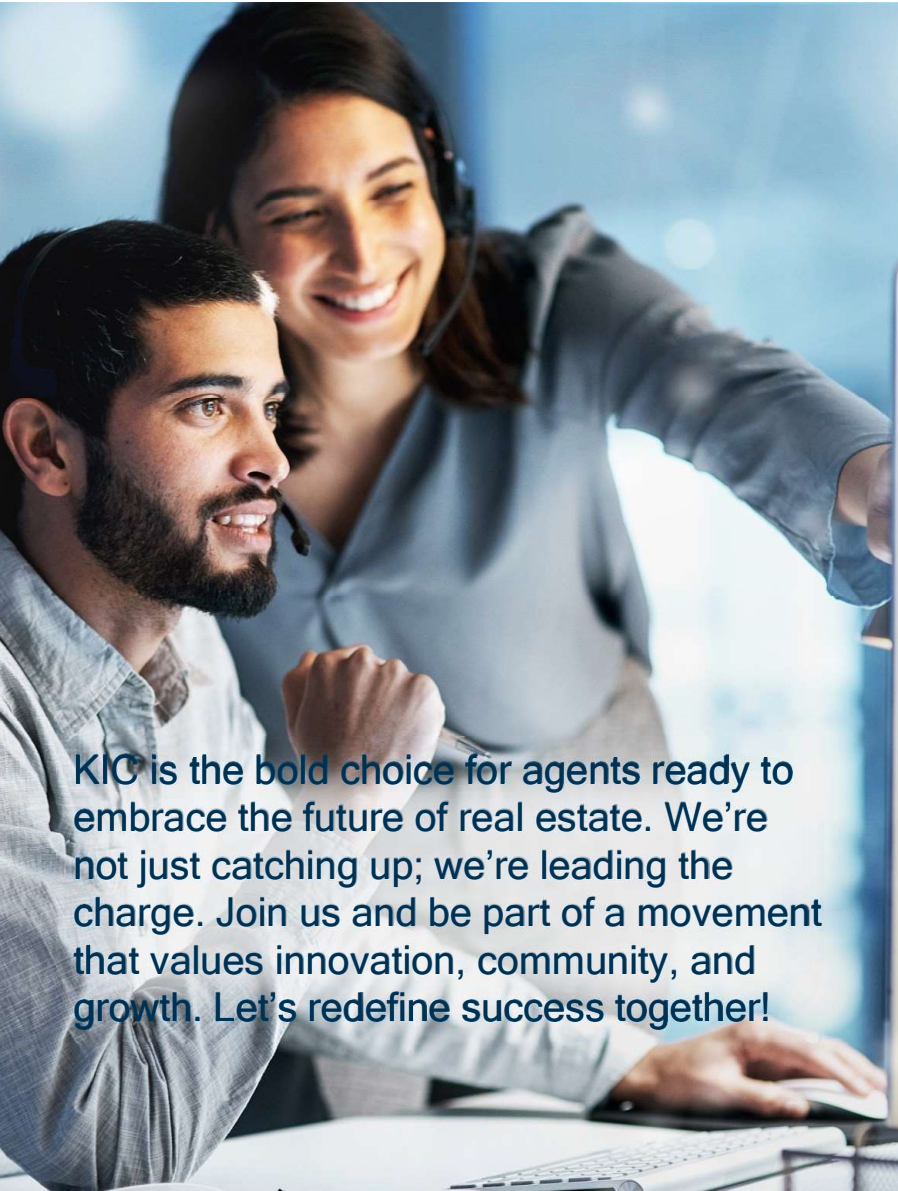




**Welcome to  
KIC Realty**

Your Journey Starts Here





KIC is the bold choice for agents ready to embrace the future of real estate. We're not just catching up; we're leading the charge. Join us and be part of a movement that values innovation, community, and growth. Let's redefine success together!

# Agenda

- 1 Getting to Know Us**  
Kick things off with our vision for revolutionizing real estate.
- 2 KIC Systems and Hub Centres**  
Explore our cutting-edge tools and collaborative workspaces that empower you.
- 3 Compensation and Network Referral System**  
Review our incentive structures and referral partnerships for enhanced collaboration and growth.
- 4 Equity Opportunities**  
Explore ways to enhance ownership and growth through our equity offerings.
- 5 Culture**  
Discover how we embrace our Canadian roots and how our advisory council drives innovation.
- 6 Canadian Real Estate Revolution Podcast**  
Tune in to our podcast for insights and inspiration from the forefront of real estate!



# Getting to Know Us



# Our Values are in our Name



Knowledge



Integrity



Community



# Meet our Founders

## Willie Ip

Willie, a pioneering Broker of Record, was the first in Alberta to embrace the game-changing Cloud-Brokerage model, transforming his independent brokerage and disrupting the industry across Canada! Leading KIC with a passion for Knowledge, Integrity, and Community, he's driving exciting innovation in real estate!



## Ron McIntosh

Ron, a dynamic Broker of Record in Ontario with three decades of success, is a true rock star in real estate! With his transformative leadership and extensive industry knowledge, he empowers agents to unleash their full potential. Get ready to elevate your game and thrive alongside Ron!



## Michael Tam

Michael, is a tech executive specializing in startups, with expertise in economic analysis, financial modeling, and capital offerings. He focuses on executing sustainable business models while upholding high cultural standards. His goal is to leverage operational success for equity appreciation for KIC's employees, agents, and shareholders.



## Michele Bouchard, CPA

Michele, a seasoned accountant with over 30 years of experience—including 25 as a Franchised Managing Broker/Owner in BC—excels in real estate accounting. She's dedicated to creating end-to-end financial systems that are user-friendly and provide unparalleled transparency for our agents. Get ready for a new standard in financial clarity!



# KIC Realty Embracing the Future

At KIC Realty, we're not just another brokerage; we're a forward-thinking powerhouse redefining the real estate landscape. While established names cling to their past successes, we're all about innovation and agility. Here's how we create a competitive edge that sets us apart.



## 1. Future-Focused Vision

**Innovative Solutions:** We're leveraging cutting-edge technology to streamline processes and enhance the agent and client experience. Our tools are designed for today and tomorrow, not yesterday.

## 2. Agile Business Model

**Adaptability:** KIC Realty is built to evolve. We respond to market changes and agent needs swiftly, allowing us to stay ahead of the curve while others remain stuck in their ways.

## 3. Community-Driven Culture

**Collaboration Over Competition:** Our emphasis on building a supportive community fosters collaboration among agents, driving collective success rather than individual competition. We rise together!

## 4. Tailored Agent Support

**Personalized Development:** We invest in our agents' growth with customized training and mentorship programs, equipping them with the skills to excel in a rapidly changing market.

## 5. Flexible Work Environments

**Embracing Modern Workstyles:** KIC Realty champions flexibility, allowing agents to choose how and where they work. Whether it's in our vibrant hubs or from the comfort of home, we support the lifestyle that suits them best.

## 6. Transparent Commission Structure

**Fair and Clear Earnings:** Our commission model emphasizes transparency and fairness, ensuring that agents keep more of what they earn without hidden fees or complicated splits.





# **KIC Systems and Hub Centres**



The KIC Realty System



# Everything you need to run your business



Our monthly KIT Package of \$150 gives you a competitive edge! It bundles essential software typically purchased separately, passing the savings directly to you.



# KIC Hub Centres

Where Flexibility Meets Community

## Remote Working


Remote work just got a serious upgrade with KIC systems! Designed for total freedom, our tools let you work from anywhere, so you can focus on what really matters—your clients. In today's fast-paced world, family time is key, and our remote setup lets you create the perfect work-life balance. Embrace the flexibility and take control of your busy life—because you deserve to thrive both at work and at home!

Building relationships can be a challenge in the remote work world, but KIC Hub Centres are here to change that! Located in vibrant areas, our hubs offer the perfect drop-in spots for agents to connect and collaborate. Plus, some locations even have office space available for those moments when you need a creative workspace. Swing by, mingle, and let's make work feel a little less remote and a lot more exciting!



Calgary Location





# **Commission and Network Referral System**

Commission Structure	Details
Standard Split	80% Agent / 20% Company
Annual Cap	\$15,000
Transaction Fee (While Capped)	\$150 per transaction
Ambassador Program	Transition to 100% Commission
Transaction Fee (Ambassador)	\$150 for first 20 deals (total: \$3,000)
Post-Ambassador Commission	100% Commission
Transaction Fee (Post-Ambassador)	\$75 per transaction
Next Anniversary Year	All terms to start anew

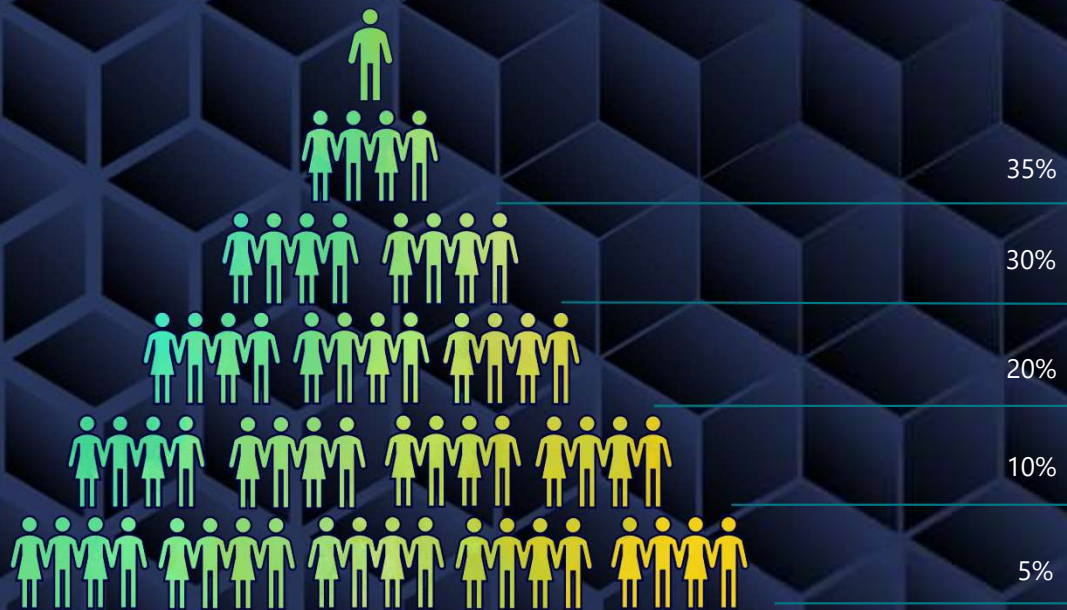
# Our Earnings Structure

Simplified for Your Success





# KIC Referral Network Income Plan



Level	Max \$ Payout Per Level	% of Payout \$ 4,500	% of Cap \$ 15,000
Level 1	1,575	35%	10.5%
Level 2	1,350	30%	9.0%
Level 3	900	20%	6.0%
Level 4	450	10%	3.0%
Level 5	225	5%	1.5%
<b>Total</b>	<b>4,500</b>	<b>100%</b>	<b>30%</b>

## PAYOUTS

As your cap is paid, 30% is immediately paid into the revenue share fund, to be paid to the 5 levels of agents above you, at the percentage stated.

As a shareholder of KIC Realty, any remaining balances in the fund at the end of the year will be distributed to you, regardless of the number of FLAs you may have.

To participate in the Revenue Share Program the only thing you need to do is to attract another Agent to join KIC Realty.

Once an Agent hits cap, there is no more revenue share created until their cap resets.



# Real Estate First

**At KIC, we're all about prioritizing real estate sales and getting our agents to 100% commission faster. That's why 50% of your earned revenue share goes straight toward your cap—helping you hit that crucial milestone sooner.**

**Your Referral Network is separate from your production teams, so you won't have to mentor referred agents. This means you can put your energy into your real estate business without the added responsibility.**

**Our Managing Brokers and Business Advisors are here to support you and make sure your referred agents are taken care of.**



**Real People are prepared to help you.**

Talk to one of our Managing Brokers, or a member of our knowledgeable staff to receive help with your questions.





# Equity Opportunities

# Equity Opportunities

Pre – IPO/Growth Benefits

## How do I get shares?

### **Class B**

Capital raise closed successfully raising over One Million on March 31, 2024.

### **KARE Program**

Currently we offer the opportunity to purchase shares through our KIC Agent Retirement Equity Program. You can choose 5% of your commission income.

### **Initial Share Purchase and Membership**

With your first-time membership of \$200, you have the option to purchase 1,333 shares for \$199.95.





# Equity Excellence Awards

Rewarding the dedication of our Team



**Team Leader Member Cap**

1,000 Shares



**Direct Referred Agent**

2,000 Shares



**Cap Award**

1,000 Shares



**Ambassador**

15,000 Shares



**Culture**





# Keeping it Canadian



**Canadian Software**



**Supporting Canadian Talent**



**Investing in Our Communities**



**Fostering a Strong Economy**

We're proud to be a Canadian company, celebrating the unique charm of our culture—friendly, polite, and wonderfully resilient. We embrace the humor in everything, even the weather, and take joy in our diverse, vibrant community. Join us and become part of a team that embodies the lively spirit of Canadian life!

## What truly sets us apart?

**Our agents! They are proud shareholders of the company, ensuring that each team member is personally invested in your success and satisfaction. When you choose KIC Realty, you're partnering with individuals who genuinely care about your journey.**





At KIC, we invest \$5 per agent each month into our KIC Community Fund. These funds are dedicated to empowering our local communities and driving positive change.

**How It Works:**

**Collaborative Decision-Making:** The KIC Advisory Council, in conjunction with our agents, decides how these funds are allocated, ensuring our contributions align with community needs.

**Real Impact:** From supporting local charities to funding educational initiatives, every dollar counts! Join us in creating a vibrant community where we can all thrive. Together, we're not just agents—we're change-makers!

# KIC Community Fund Making an Impact!





# KIC Advisory Council

At KIC Realty, our Advisory Council is more than just a panel; it's a vibrant hub of creativity and innovation! This passionate group of agents meets regularly to brainstorm and tackle the challenges we face, ensuring our tools and services truly resonate with our community.

Collaboration is our secret weapon—everyone's voice matters, and we cultivate a culture where every idea counts. The council plays a vital role in keeping us agile and responsive in the ever-changing real estate landscape.

In a nutshell, the KIC Advisory Council is where fresh ideas come to life and teamwork shines, helping us all move toward a brighter future in real estate!







**CANADIAN REAL ESTATE**

# **REVOLUTION**

**PODCAST**

*Hosted by  
David O'Connor*





Episode #1  
**Ron McIntosh**  
President of KIC Realty



Episode #2  
**Willie Ip**  
Chief Executive Officer

# Founders Series





CANADIAN REAL ESTATE  
**REVOLUTION**  
PODCAST

*Hosted by  
David O'Connor*



Episode #3  
**Michele Bouchard, CPA, CMA**  
Chief Financial Officer



CANADIAN REAL ESTATE  
**REVOLUTION**  
PODCAST

*Hosted by  
David O'Connor*



Episode #4  
**Michael Tam**  
EVP – Investor Relations

# Founders Series



**From all of us  
Thank you for your interest!**



Interested in Learning More?  
Contact Your Representative

## Join Us KIC Realty

 [www.kicrealty.com](http://www.kicrealty.com)

 1-877-737-3236

 [apply@kicrealty.com](mailto:apply@kicrealty.com)

KIC Realty Fall 2024

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