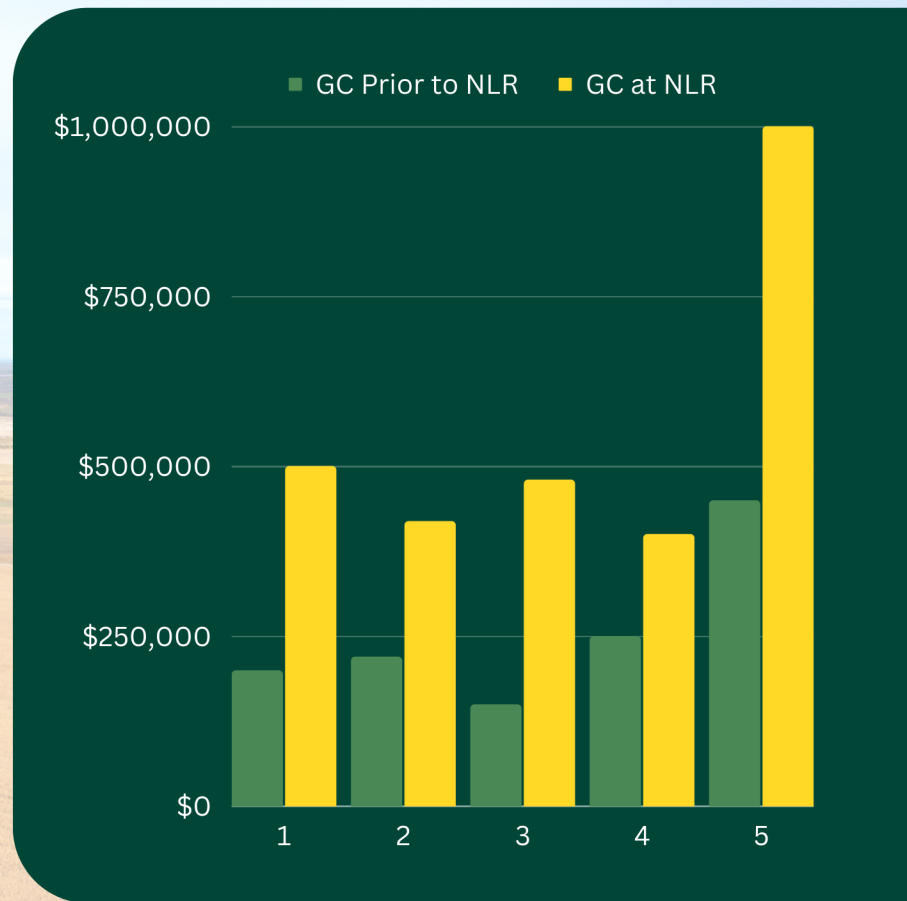


Switching to NLR pays off BIG time.



Case Study 1 worked with two of our larger competitors in Mississippi. He left due to a lack of support from them. He grossed approximately \$200,000 each year with those companies. In his second year with NLR, he ended the year with just over **\$500,000** in gross commissions.

Case Study 2 worked with a competitor in the Midwest and wanted the opportunity to expand and grow. In his first two years, he averaged \$220,000 in gross commissions. In his third year, he grossed approximately **\$419,000**.

Case Study 3 worked with a residential competitor in Oklahoma but didn't have any land brokerage support from them. He averaged about \$150,000 in gross commissions before joining NLR and grossed **\$480,000** in his second year with NLR.

Case Study 4 was a top producer for our competitor in the Southeast but switched to us because of our team mentality and support. She was previously grossing an average of \$250,000 per year but with NLR she is averaging close to **\$400,000** in gross commissions each year and has a team of agents underneath her that she manages and gets overrides on.

Case Study 5 worked with a smaller brokerage that wouldn't allow him to expand outside of his specific territory with the resources he had. Prior to joining NLR, he averaged \$450,000 with his previous brokerage. In his second year with NLR, he did over **\$1,000,000** in gross commissions.