

Overview:

- Enterprise is eXp's new proprietary platform that manages all of the company's critical processes and information, including agent details, transactions, commissions and revenue share.
- Our goal is to create a unified and collaborative experience for agents, brokers and staff with Enterprise.
- Today is the first step toward that goal. Soon agents and brokers will be able to use Enterprise to get direct visibility into the metrics and information that's crucial to their real-time needs. Agents will be able to view the current status of their transactions and commission payments, and brokers will be able to manage approvals and workflow.
- In the cloud there are no business hours or time zones. Enterprise gives eXp agents and brokers autonomy and greater visibility into their individual transactions and overall revenue.
- As eXp continues its explosive growth, it is important to strengthen and improve our business infrastructure to match that pace; Enterprise is another step in that direction.



Q. What is Enterprise?

Enterprise is eXp's new proprietary platform that manages all of the company's critical processes and information, including agent details, transactions, commissions and revenue share.

Q. Why did you build a totally new broker platform?

As eXp continues its explosive growth, it is important to strengthen and improve our business infrastructure to match that pace; Enterprise is another step in that direction. Enterprise will create greater efficiency, accountability and visibility by eliminating redundancy, improving integration and reducing vendor dependencies.

Q. What will agents and brokers be able to do in Enterprise?

Our goal is to create a unified and collaborative experience for agents, brokers and staff with Enterprise. The formal launch will be a first step toward that goal.

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Q. How will eXp staff use Enterprise to better serve agents and brokers?

For the last couple months, eXp staff has been using Enterprise for back office workflow management and to implement **Operation Payment Express**, an initiative to speed up commission payments to agents. A few agents and brokers have tested Enterprise to gain better transparency into their transactions and payments.



“
2017 is the year we
come together in the
eXp Enterprise Application
as an Enterprise.”

- Glenn Sanford, Founder and CEO

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We still have a lot of work to do to bring more autonomy to agents and brokers, but, currently, eXp accounting and agent services staff are able to manage:

- **Agent Onboarding:** A new onboarding process streamlines the flow of joining agents using centralized information capture, approvals and account creation to reduce multi-entry and eliminate errors.
- **Transaction Processing:** Agent transactions are automatically pulled into the system to validate details, streamline approvals, automatically notify participants and push closed transactions directly through for payments.
- **Financial Oversight:** Agent commissions, revenue share, splits and other crucial financial details are standardized and applied with auditable rigor.
- **Modular Growth:** eXp Realty has the ability to constantly enhance and build out capabilities that meet the needs of all company stakeholders as and when we need.

Q. Do I have to use Enterprise? Can I continue to just use SkySlope?

All of eXp's critical processes and information will run in Enterprise. Agents will continue to submit transactions in SkySlope for broker review, but it is linked to Enterprise. One of the key benefits of Enterprise is the autonomy and greater visibility into individual transactions and overall revenue.

Soon there will be a number of functions for agents and brokers that will only be available in Enterprise:

1. View/review disbursement agreements
2. View/review settlement statements
3. View/review revenue share calculations
4. View/review equity program and share grants
5. View/review/modify agent profile details

Plus, starting in late June, disbursement and settlement notifications will start automatically being generated from Enterprise to offer more visibility into the transaction process.

Q. What's next?

Our goal is to create a unified experience for agents, brokers and staff with Enterprise.

As a web application, eXp can continuously add new features and functionality to Enterprise. Over time, we will integrate more processes, reducing the need to go from one system to another; provide greater visibility through enhanced dashboards; and enhance integrations with partner systems to eliminate multiple log-ins. We are committed to continuous feature expansion and improvement based on feedback.

Q. How do I access Enterprise and what should I do?

Soon everyone will be able to log-in to see information specific and important to them. On your first visit, you'll want to look at:

1. Profile: Make sure your information, photo and bio is up to date.
2. Finance: Review your equity and revenue share information.
3. Transactions: Check out your active and closed transactions.
4. Contact support: Send direct notifications to support when you need assistance.

More information will be available next week as we start to make Enterprise available to a broader audience. If you have any immediate questions, please email enterprise@exprealty.com.