

# Criteria for Commission-Based Businesses

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## Real Estate Businesses

- The business must be the member's own business. They cannot be an independent contractor or real estate agent.
- The member must be working themselves, regularly.
- When discussing this with a member, there are a few things to look for when it comes to the size of their business:
  - Ask them about their transactions per year (8+) and average size of transaction. Avoid scenarios where there is one transaction per year that is \$100 million USD, for example.
  - Ask them how many salaried employees they have (at least 3).

## Wealth Managers

- The member must be running the business strategically and day-to-day in the highest seat.
- They must have assets under management of at least \$100 million USD.
- They must have at least 3 employees working under them.
- They must be running their own entity.

## Insurance Brokers

- The member must be running the business strategically and day-to-day in the highest seat.
- They must oversee policies with premiums that total at least \$1 million USD.
- They must have at least 3 employees working under them.
- They must be running their own entity.