

Helpful Information for Brokers

Who Is eCommission?

eCommission is the #1 provider of commission advance services to real estate professionals across the United States since 1999. As a financial service partner, **eCommission** allows customers to take control of their business cash flow by advancing commissions on pending sales and active listings.

What Is a Commission Advance?

A commission advance is a financial service whereby an Agent and Broker sell a portion of a future real estate commission for a fee. In exchange, funds are advanced before the closing date. It's not a loan, but rather, access to an earned commission prior to an estimated settlement date.

What Types of Commissions Can Be Advanced?

eCommission will advance up to \$15,000 of an Agent's commission from a pending sale scheduled to close within 120 days, or up to \$4,000 from an active listing with at least 90 days remaining until it expires.

Why Does the Broker Sign the Advance Agreement?

As Broker, all commissions earned by your Agents belong to you. We cannot advance funds without your consent. The agreement you sign authorizes the assignment of the Agent's net commission on a particular sale, after any split with you, to **eCommission**.

Does the Broker Have Any Risk or Liability?

No. In the unlikely event we advance a commission to one of your Agents on a sale that falls through, it is the Agent's responsibility to replace it using future commissions.

Why Is This Good for My Agents?

Experience indicates that Agents typically use **eCommission** 2 to 3 times per year, whenever business expenses surpass monthly cash flow. With **eCommission** as your partner, you can help your Agents better control their cash flow keeping them focused and engaged, resulting in more listings, more sales and higher levels of productivity.