

Joint Venture Agreement for the No One Left Behind Challenge

This Joint Venture Agreement ("Agreement") is made on ____ day of _____, **20**_____, by and between the undersigned parties, collectively referred to as "The Team." The purpose of this agreement is only for the No One Left Behind Challenge and these terms will expire once as outlined in Section 3, three months after the conclusion of the challenge.

Team Name (not a legal entity): _____

Name of Company or Individual (used for contracts on behalf of The Team) :

1. Expenses

Expenses incurred in the process of wholesaling deals will be deducted **prior to** calculating the share of assignment fees for each party. Expenses may include, but are not limited to:

- Lead generation costs
- Administrative fees
- Transaction Coordinator (TC) fees
- Marketing expenses
- Underwriting
- Closer costs
- Gator or other lending costs
- Disposition costs (e.g., transferring property)

Details of Expenses to Be Deducted: (see addendum/s)

2. Leadership Team - Roles and Responsibilities

Prop.ai Partner

The Partner is responsible for:

- Providing Prop.ai CRM
- Delivering Beta CRM support to Coaches and Operators
- Supplying group coaching to Freshman

Prop.ai Partner Name: _____

Compensation (% of remaining assignment fee after expenses): _____%

Rainmaker

The Rainmaker is responsible for:

- Generating leads, meeting KPIs, and passing information to Coaches for distribution to Freshmen.
- Coordinating with Coaches, Freshmen, and Closers.
- Attending weekly Zoom calls and upskilling continuously.
- Distributing Rainmaker-generated leads to Freshmen.

Rainmaker Name: _____

Compensation (% of remaining assignment fee after expenses): _____%

Coach

The Coach is responsible for:

- Training Freshmen on calls, appointments, and KPIs.
- Coordinating with the team, filling gaps, and mentoring Freshmen.

Coach Name: _____

Compensation (% of remaining assignment fee after expenses): _____%

Operator

The Operator is responsible for:

- Leading daily check-ins, managing escrow, and tracking deals.
- Follow through to make sure leads are moving through the system.
- Handling paperwork.
- Supporting deal disposition.

Operator Name: _____

Compensation (% of remaining assignment fee after expenses): _____%

3. Freshman Role

Freshmen are integral team members focused on setting appointments for obtaining good deals.

Freshman Pool Division (% of remaining assignment fee after expenses): _____%:

- **Bonus Pools:**
 - Bonus Pools will be distributed **three months after the end of the Challenge**, or earlier if all contracts are completed.
- **20% of the Freshman Pool is set aside for the Prop.ai Calling Bonus Pool.**
 - All who contribute calls through Prop.ai to the challenge and the CRM will share in this pool.
 - This pool will be divided proportionally to the number of calls brought to the challenge and entered into the CRM for the distribution of The Team.
- **20% of the Freshman Pool is set aside for the Closing Bonus Pool.**
 - Each appointment that succeeds in a close through escrow with assignment fee paid counts as **1 point** in the Closing Bonus Pool.
- The remaining **60%** of the Freshman Pool will be divided equally among active Freshmen after each contract is assigned and paid out.
- To qualify for all pools, Freshmen must meet the following criteria:

Active Freshman Requirements (choose as many as apply):

- ☐ Attending or watch recordings ____ (%) of _____ (meeting name).
 - ☐ Meeting KPIs: ____ (e.g., average 10 conversations/day or set 1 appointment/day).
 - ☐ Making calls for ____ hours per day.
 - ☐ No requirements.
 - ☐ Other: _____.
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4. Specific Terms Worksheet

- For each contract that closes and an assignment fee is obtained, a worksheet will be made and distributed to The Team.
- Team members must provide a valid email address.
- At minimum, the following information should be included:

Property Address: _____

Team Assignment Fee: _____

Expenses to Subtract:

1. _____ Amount: _____
2. _____ Amount: _____

Compensation:

- Prop.ai CRM Manager/Coach: \$ _____
- Rainmaker: \$ _____

- Coach: \$ _____
- Operator: \$ _____

Active Freshman: Total # _____

1. Name: _____
2. Name: _____

Total Compensation/Active Freshman: \$ _____

5. Bonus Pools - Specific Terms Worksheet

- Worksheet will be filled out and Bonus Pools will be distributed **three months after the end of the Challenge**, or earlier if all contracts are completed.
- Name the participating members of each pool and their
- For each contract that closes and an assignment fee is obtained, a worksheet will be made and distributed to The Team.
- Team members must provide a valid email address.
- The following minimum information should be included.

Prop.ai Bonus Pool: # of overall calls donated: _____ Amount in pool: \$ _____

Names, # of calls donated to pool, \$ amount earned:

Name: _____ # calls donated _____
\$ _____

Name: _____ # calls donated _____
\$ _____

Name: _____ # calls donated _____
\$ _____

Closing Bonus Pool: # of assignment fees paid: _____ Amount in pool: \$ _____

Names, # of set appointments that resulted in assignment fees, \$ amount earned:

Name: _____ # appointments=assignment fees _____
\$ _____

Name: _____ # appointments=assignment fees _____
\$ _____

Name: _____ # appointments=assignment fees _____
\$ _____

6. Additional Terms and Conditions

The Parties agree to the following additional terms:

1. Any disputes arising from this Agreement will be resolved through _____.
2. The Agreement represents the entire understanding between the Parties and supersedes prior agreements.
3. Amendments must be made in writing and signed by all Parties.
4. Confidentiality: All information related to this Agreement and transactions will remain confidential.
5. The laws of the State of Arizona will govern this agreement.

Additional Terms:

7. Signatures

By signing below, the Parties agree to the terms outlined in this Agreement.

Prop.ai Partner: _____ Date: _____

Rainmaker Signature: _____ Date: _____

Coach Signature: _____ Date: _____

Operator Signature: _____ Date: _____

Freshman Name: _____ Signature: _____

Freshman Name: _____ Signature: _____