

Harris McHaney Agents...

Take Home More Money.

COMPARE THE INCOME

The difference is in the bottom line.

Agent	Independent	Harris McHaney
# Sides	25	25
Average Sales Price	\$147,000	\$201,000
Total Volume	\$3,675,000	\$5,025,000
GCI %	2.80%	3.10%
GCI \$ Volume	\$102,900	\$155,775
Agent Commission Rate	70%	62%
Agent \$ Volume	\$72,030	\$96,581
Agent Expenses—Estimated	(-\$2,500)	(-\$2,500)
Agent Net Take Home Pay	\$69,530	\$94,081
DIFFERENCE		+ \$24,551

Agent	Franchise	Harris McHaney
# Sides	25	25
Average Sales Price	\$193,000	\$201,000
Total Volume	\$4,825,000	\$5,025,000
GCI %	2.50%	3.10%
GCI \$ Volume	\$120,625	\$155,775
Agent Commission Rate	90%	62%
Agent \$ Volume	\$108,563	\$96,581
Franchise Fee 5%	(-\$6,031)	(-\$0)
Agent Expenses—Estimated	(-\$25,625) *	(-\$2,500)
Agent Net Take Home Pay	\$76,907	\$94,081
DIFFERENCE		\$17,174

*Details

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Average Franchise Agent Expenses that Harris McHaney does not charge.

Signs	\$ 1000.00
Stakes	\$ 100.00
Desk Costs	\$12,000.00
Business Long Distance	\$ 125.00
Advertising/Personal Promo	\$10,000.00
Office Supplies	\$ 600.00
Business Postage	\$ 400.00
Black & White Copies	\$ 400.00
Color Copies	\$ 500.00
Web-site	\$ 500.00
<i>Total</i>	<i>\$25,625.00</i>