

HONEY BADGER NATION

feel the power

**Honey Badgers:
What was your biggest
reservation about coming to
eXp Realty?**

  You, Jay Kinder, John Clark and 8 others


42 Answers

 Like

 Comment

All Comments ▼



Mary Vercio Murphy Moderator  +2

1. I didn't want everyone to think I was a recruiter.
2. I was afraid I would lose business, especially from agent referrals.
3. There were very few agents here and I was afraid we would be alone on a virtual island.

[Like](#) · [Reply](#) · 2d · Edited

 5



Jayme Howell
Mary Vercio Murphy #1 & 2 for me

[Like](#) · [Reply](#) · 2d

 2



Bryant Melton
Mary Vercio Murphy you came from KW, right?

Did you lose any business from referrals?

Like · Reply · 2d



Mary Vercio Murphy Moderator +2

Bryant Melton yes I came from KW. Still 25% of my business is agent referral and 80% are from KW agents.

Like · Reply · 2d



Bryant Melton

Mary Vercio Murphy very interesting. Even with agents, it's about the person, not the logo! 🔥🔥🔥

Like · Reply · 2d



Write a reply...



John Clark

I had no reservations whatsoever... Because I came to work with leaders I respected... they just happened to be with eXp! I guess I got lucky. **Mike Wall John D. Pawelski Jr.**

Love · Reply · 2d · Edited



Bryant Melton

John Clark you did!! 😊

Like · Reply · 2d



Charae Lehman-Johnson

John Clark same!!

Like · Reply · 2d



Mike Wall

John Clark likewise my man! 🦊

Like · Reply · 2d



Write a reply...



Russ Matsumoto

The first time I heard about exp was by an aggressive

recruiter that I had never met before. Immediately thought it was a pyramid scheme. I didn't look at Exp again until a yr later. Glad I did.

Like · Reply · 2d



Bryant Melton

Russ Matsumoto What made you take a second look?

Like · Reply · 2d



Russ Matsumoto

Bryant Melton I wanted to know if in fact it was a pyramid scheme and what the complete business model looked like. One night I went to YouTube and seen a bunch of different people saying the same great things about exp. I didn't sleep that night because I knew I was going to change brokerages, and the future was looking bright.

Like · Reply · 2d



Judith Hernandez ☕

Russ Matsumoto yup! Same experience I had to block him and anytime I saw exp I blocked them too

Haha · Reply · 2d



Sanford Long

Same



Like · Reply · 2d



Russ Matsumoto

Judith Hernandez There's a ton of "knuckle heads" (as **Daniel Beer** calls them) out there.

Haha · Reply · 2d



Judith Hernandez ☕

Russ Matsumoto indeed

Like · Reply · 2d



Judith Hernandez ☕

Russ Matsumoto only reason I was won over was

because I knew the person who never even try to sell it to me... I just saw the excitement on **Derek Ragan** ... I knew I wanted to be excited too and thrive so I was attracted naturally to him and it was super genuine and real transition. Not salesy or annoying or pressure.
Thanks to him I have a newfound confidence with EXP .



Like · Reply · 2d



Russ Matsumoto

Judith Hernandez That's great because there are so many positives about this company. My brokerage asked what they could do for me to stay. I told them it wasn't just about commission, and that there are too many reasons to not come to exp.



Like · Reply · 2d



Bryant Melton

Russ Matsumoto I was a knuckle head! 🙄 So excited, I couldn't help it!!!



Like · Reply · 2d



Russ Matsumoto

Bryant Melton I hear you. I want to tell everybody too, but I try to talk about the many other points before rev share. Opening with rev share is the same as texting a girl WYD at midnight. They've

heard it before and don't want to hear it again. 😂

Haha · Reply · 2d



Write a reply...



Julie Welter

Once I saw that I'd make \$130k more I had zero reservations.

Like · Reply · 2d



Bryant Melton

Julie Welter Who showed you and how did you know you'd make \$130K more?

Like · Reply · 2d



Julie Welter

Bryant Melton Matt Durbin did a spread sheet for me using my old split (90) the fees and my sales data for last year (23 m)

Love · Reply · 2d



Bryant Melton

Matt Durbin where is that spreadsheet? 😊

Like · Reply · 2d



Andrea Crouch

Bryant Melton I made one for myself before I moved to eXp but this is a brilliant idea to use as a template to share with recruits

Like · Reply · 2d



Write a reply...



Carol Hazel Perry

The annoying hard push recruiters.

Like · Reply · 2d



Bryant Melton

Carol Hazel Perry recruiters were a turn off? Were you afraid you were going to be pushed to become

one?

Like · Reply · 2d



Judith Hernandez ☕

Carol Hazel Perry yup ... same for me - some people who join are just actively recruiting and not doing real estate ...

Like · Reply · 2d



Carol Hazel Perry

Bryant Melton no but this particular person had found me on Linked In and it felt like he was very anxious to sign up another agent. I was able to HEAR what eXp was about and I connected with agents just telling their story on how eXp has been life changing for them. That SPOKE to me.

Love · Reply · 6h



Carol Hazel Perry

Judith Hernandez it's an amazing company and like any company there are people that hurt the brand in one way or another. There are definitely more people doing it well these days it seems to me. I love eXp!!

Like · Reply · 6h



Write a reply...



Hugh Hebert

Talked to Jay 10 min later I was ready to move. I found if I didn't I would never sleep again

Love · Reply · 2d



Bryant Melton

Hugh Hebert we're eye to eye on that one. I actually still can't sleep. Wake up excited, every single day! 🔥🔥

Like · Reply · 2d



Jeremiah Aukerman

Hugh Hebert same

Like · Reply · 2d



Hugh Hebert

Great question to ask someone on the fence, what is your best and worst case senecio if you switch, and what is the best and worst case f you don't

Love · Reply · 2d



Bryant Melton

Hugh Hebert awesome question.

Like · Reply · 2d



Lisa LaRowe

Hugh Hebert love that!

Like · Reply · 2d



Russ Matsumoto

Hugh Hebert This is strong! 👍

Like · Reply · 2d



Write a reply...



Maranda Wood

Virtual element meant no in person Community. However I solution for my need to be around people and joined burn boot camp.

Like · Reply · 2d · Edited



Bryant Melton

Maranda Wood is burn boot camp something local for you?

Like · Reply · 2d



Maranda Wood

Bryant Melton yes

Like · Reply · 2d



Beth Silverman



I was approached by people I never met on LinkedIn for 2 years and always thought, I make 100% why would I

want a split?

For me it took knowing Gogo from IG and then attending a live event she did; it was a social media workshop with eXp talk at the very end. Even after that I spoke to another group at eXp to gain more perspective, which ultimately led me to realize if I was going to make the move it would be to the upline that I felt I best clicked with. And here we are.

As I approach my 2 yr anniversary everything that you hope to have happen has happened. More than doubled production, 6 figures in equity, huge platform to grow as a leader in eXp and the Mentor Program, partnership opportunities I never thought possible, health insurance saving me 10k a year, and friendships with you clowns...which above all has been the most rewarding part of the honeybadger nation family. The respect I have for the work that you guys do, for the people you are, it is such a blessing to be surrounded by you guys. ❤️

Like · Reply · 2d



^ Hide 12 Replies



Bryant Melton

Beth Silverman absolutely love it! Everyone should be over the moon about this group! It will never be matched or duplicated!! 🔥🔥🔥🔥

Like · Reply · 2d



Daniel Beer

Everyone should pay attention to the fact she attended a class on social media. She did not entertain a recruiting call. Add value and win. Annoy people and repel

Like · Reply · 2d



Bryant Melton

Daniel Beer what would your AA advice be to a newly licensed agent at eXp?

Like · Reply · 2d



Daniel Beer

Bryant Melton learn to sell homes. And as you bump into agents along the way of selling homes make friends and if it makes sense invite them to something this group is doing that is production focused. You don't have the ability to say I'm going to show you how to sell more homes. But you do have the ability to say "Well hey man on Wednesday I'm going to such and such class and learning from this too agent how to do X". Happy to extend the invite." And that's it. Then attend the class regardless of if they come or not. Because you weren't bullshitting. You actually are going to a class that you believe will be helpful to you selling homes. Then apply what you learned. Then as you start selling homes and passing up all the loads of folks that don't take action like you do they will want to know how you're doing it. Then invite them to a class or event we are doing that will help them sell homes. Rinse and repeat. Get it?

[Like](#) · [Reply](#) · 2d



Eric Lowry

👉 such a great answer.

[Like](#) · [Reply](#) · 2d



Bryant Melton

Daniel Beer 100%. Be a good inviter and a great example!! 🔥🔥🔥🔥

[Like](#) · [Reply](#) · 2d · Edited



Kelley Skar

Daniel dude I wish more agents would heed this advice...attraction is not about selling, it's about value. If my company offers more value than your company (specific to that persons pain point) then wouldn't it make sense to have THAT conversation instead of a sales call?? Man. Thanks for that awesome response.

[Like](#) · [Reply](#) · 2d





Daniel Beer

Bryant Melton and be ok with them declining. It's a long game. Build your business and help people along the way. The rest will come. The no's will turn into maybe's and the maybe's into yes.

Love · Reply · 2d



Daniel Beer

And if they never turn into yes that's ok too. Because you were building a great business along the way

Like · Reply · 2d



Patrick Lee

Daniel Beer this is a 100 added value answer! Absolutely right! Thanks! No one wants to join someone needy.

Like · Reply · 2d



Erik Kelly

Daniel Beer this is excellent advice. The best agent "attraction" method is to continue OUR growth professionally & personally while encouraging & adding value to others and invite them to join us on the journey. Truly Living our Legacy & supporting others in shaping theirs! Grateful for the influence & collaboration of this group!

Love · Reply · 2d



Daniel Beer

Patrick Lee yup  1

Like · Reply · 2d



Write a reply...



Debbie Lee Taylor

I was afraid I could not adapt to not having an office, but I have been in the broker state rooms lately and they are awesome! I am somewhat adapting but I am old and old

school. Lol

Like · Reply · 2d



Bryant Melton

Debbie Lee Taylor the only constant in life is change! Glad you had the courage to take the leap!! 🔥

Like · Reply · 2d



Dawna Kleto Elko

Debbie Lee Taylor I believe there are many with the office mentality. It is a tough to get around.

Like · Reply · 2d



Debbie Lee Taylor

Bryant Melton Thank you. 😊

Like · Reply · 1d



Debbie Lee Taylor
Yes Absolutely.

Like · Reply · 1d



Fred Hogan

Me too... I wanted to better the 65% split I was getting at my brokerage. My wife told me that it is unprofessional not working for a broker with a big name and especially not having an office to meet clients in. I almost went to kw so that I would have an office...

My sponsor told me that I could use his office any time I want (there are no Regis offices around here) so I took a leap of faith and it was the best thing I ever did.... A year and a half later, I still haven't asked to borrow his office 😊

I have learned that an office and a big name are not as valuable to me as I thought.

Like · Reply · 1d



Debbie Lee Taylor
Fred Hogan



Like · Reply · 1d



Write a reply...



Lisa Keating

I didn't have any. My first and only brokerage, the technology aspect and low fees are what appealed to me. I had no idea about all the other things EXP offered.

Like · Reply · 2d · Edited



Bryant Melton

Lisa Keating thank you for that insight! I've noticed new agents seem to wonder why every agent isn't at eXp.

Like · Reply · 2d



Lisa Keating

Bryant Melton I was very naive when I made my choice after getting my license and it was the best decision I could have made!

Like · Reply · 2d



Bryant Melton

Lisa Keating might need to follow you around Vegas!

Like · Reply · 2d



Lisa Keating

Bryant Melton hahaha 😂

Like · Reply · 2d



Write a reply...



Lesley Williams

Fear of not getting referrals from my KW connections and not having the motivation / community afforded by

an in office environment.

Like · Reply · 2d



Bryant Melton

Lesley Williams how long have you been here? What would you say to someone with the same concerns?

Like · Reply · 2d



Jeremiah Aukerman

I saw a video and talked to Jay and was switched within a week. I was the first in my market with exp also, thanks to **Tim Grubbs** . It was a purely logical/math decision. I had no emotional attachment to my old brokerage like so many do.

Like · Reply · 2d



Bryant Melton

Jeremiah Aukerman right there with you. The logical part is a no brainer!

Like · Reply · 2d



Jeremiah Aukerman

Bryant Melton it's crazy to me how many agents get hung up on emotional reasons when it's clear the best business decision is exp!

Like · Reply · 2d



Dawna Kleto Elko

I have watched the "latest and the greatest" flop. I kept my eye on eXp Realty, with skepticism. I was with Re/max for 16 years, Coldwell Banker for 4 years, Berkshire for 3 years, January 1st, 2020 was my goal date. It is now mid-February. I didn't have eXp on my radar. I was not feeling great about the choices and exhausted. I really needed advice from someone who has made good choices and was seeing the benefits. I have a team. I worked with them here in Ohio. They made a move to eXp Realty almost from the beginning. I sat there in the early hours searching and listening to eXp Realty videos; it became

so obvious that I was now looking for a reason NOT to join eXp Realty. Within an hour, I was signing my onboarding paperwork. It keeps getting better, so glad I have had that agonizing time. It made me dig deep into what was important to me.

Like · Reply · 2d · Edited



Bryant Melton

Dawna Kleto Elko we were at Re/Max for 16 years as well with a great broker and family of agents. We've been pleasantly surprised about every reservation we had coming in. Glad you're here!!



Like · Reply · 2d



Dawna Kleto Elko

Bryant Melton Back at you!

Like · Reply · 2d



Judith Hernandez ☕

Monthly fee and did not like the exp realtors that had reached out to me in the past to recruit- I was annoyed and always gave them the turn around. If it one thing that I hate in this planet- is being sold to. People and products should sell themselves. I like making my own decisions not having a realtor or anyone down my throat selling me something ...

Like · Reply · 2d



Bryant Melton

Judith Hernandez did you seek out a sponsor?

Like · Reply · 2d



Judith Hernandez ☕

Bryant Melton Hell no.. never in a million years after those Realtors made me think EXP realtors were these psychotic recruiters ... I was friends with **Derek Ragan** and he never tried to switch me over or recruit me... I just was attracted to his vibe and knew he was working with something I needed in my career. To be honest - I was extremely surprised

when he said he was with EXP . I was like "wait what!?! " And happy I made the switch!

Love · Reply · 2d



Cheyenne Lake

None, watched 9 min of rob flicks video, turned it off and applied...never have looked back

Love · Reply · 2d



Deanna Cottrell

The extra money I would be paying in. I thought.

Like · Reply · 2d



Bryant Melton

Deanna Cottrell would love to hear the details.

Like · Reply · 2d



Deanna Cottrell

I was paying \$350 a transaction. I didn't like the thoughts of paying in 20% and a monthly fee. I just didn't get it...until I got my first revenue share check and it was \$800. And it just gets better.

Love · Reply · 2d · Edited



Andrea Crouch

Didn't have any reservations- just hadn't heard of eXp before! Great reason to spread the good news!

Like · Reply · 2d



Bryant Melton



Like · Reply · 2d · Edited



Erin Messner Melton

I was worried about having personal accessibility and support from a managing broker since all was virtual / no actual home office . I was worried about how easily commission checks would be processed. I was concerned that exp expenses and commission splits were really as good as they seemed. Plus, I was concerned that agent attraction would take away from time needed for clients. **Bryant Melton** and I made a deal: if things weren't as good as they seemed, in 3 months, we'd switch back to REMAX.



Like · Reply · 2d



Bryant Melton

Erin Messner Melton are you ever going back?



Like · Reply · 2d



Erin Messner Melton

Bryant Melton - nope!



Love · Reply · 2d



Lauren Galdarisi

Erin Messner Melton I've found the brokers at exp in my state have been much easier to reach and get quick responses from than prior brokerages!



Like · Reply · 1d



Write a reply...



Joshua Zelcer



My dinner reservations scheduled for apres-closing



Like · Reply · 2d



Dave Frost



Lack of real knowledge of the company and model. Listened to other agents tell me how much of a fad it was



Love · Reply · 2d



Alex A Tuccio

Leaving a 100% brokerage and paying extra. I see the big picture with eXp and have high expectations. I've been with different brokers, everybody promises the world to join. I hope I get the support and help they always talk about here at eXp

Like · Reply · 2d · Edited



Nick Martin

Not joining sooner, i knew of them i was first getting started but i went with some on who offered me a base salary instead

Love · Reply · 2d



Parker Pemberton

Coming from Coldwell Banker with little to no support, this was a no brainer for me. Being one of the first in my state to move gave me motivation to push even harder. I'm thankful for that decision everyday.

Love · Reply · 2d



Bryant Melton

Parker Pemberton I love that being 1st was motivation and not reservation! 🔥🔥

Like · Reply · 2d



Dawna Kleto Elko

You took the giant leap of faith!

Like · Reply · 2d



Shamus Ganster

Not a grass on the other side greener type of guy in most cases.

Like · Reply · 2d



OC Kraig

No reservations. I just let my own "busy" schedule get in the way.

Like · Reply · 2d



Daniel J. Betancourt



My biggest reservation 2+ yrs ago was lack of brand recognition and my lack of what I thought was necessary influence, even though the eXp model would have netted me more without the rev share and stock options. Now I see

1. name recognition is a non issue and was never that important to begin with. People hire you, not the brand. eXp is fast becoming one of the largest brands anyway.
2. Netting more on commissions is great.
3. Anyone that really understands the rev share knows the huge unmatched potential there.
4. The ability to collaborate with peak producers is much much easier at eXp and more genuine.



Like · Reply · 2d · Edited



Bryant Melton

Daniel J. Betancourt very well said!! 🔥



Like · Reply · 2d



Dawna Kleto Elko

Daniel J. Betancourt Well said!



Like · Reply · 1d



Samantha Staskal

I had never heard of eXp and no one in my area had either. It's expensive to start over and rebrand yourself. That was my biggest concern.



Like · Reply · 2d



Bryant Melton

Samantha Staskal We were exactly like this! We had just ordered new Re/Max signs, brochures, flyers, business cards, etc. Everything still in the plastic wrap and boxes. 🙄



Like · Reply · 2d



Samantha Staskal

Bryant Melton me too! I threw it all in a box just in case! 🤪🤪

Haha · Reply · 2d



Bryant Melton

Samantha Staskal haha so did we. Finally took them all to the dump a few months ago.

Like · Reply · 2d



Dawna Kleto Elko

Samantha Staskal I have been following you since you're Facebook live. I still get a laugh.

Like · Reply · 1d · Edited



Samantha Staskal

Dawna Kleto Elko thank you! 🤔

Like · Reply · 1d



Write a reply...



Keith Lutz

I'm not sure I had a reservation, but I know what pushed me over the edge was when my profit share was about to be shared with a new huge office lease, lol! (Two other offices after that too)

Like · Reply · 1d



Bryant Melton

Keith Lutz haha .. no doubt. Spend it, or share it! 😊 The business owners are not dumb.

Like · Reply · 1d



Cassie Applegate Springer ☕

Not having an office and **Curtis** used his sales skills to convince me I didn't need it 😊

Like · Reply · 1d



Bryant Melton

Cassie Applegate Springer was he right?

Like · Reply · 1d



Cassie Applegate Springer ☕

Bryant Melton 😊 actually I still really hate not

having an office lol. I've been with exp for 3 years and it's really the only reason I've ever considered leaving (and a broker issue). But now that I'm going into my permanent market I'll probably end up getting one.

Like · Reply · 1d



Curtis Johnson Admin



Bryant Melton of course I was right lol 😎



Haha · Reply · 1h · Edited



Write a reply...



Anastacia Briana ☕

I thought it had to be too good to be true

Like · Reply · 1d



Bryant Melton

Anastacia Briana I think there is a lot of this, even after coming over. At the end of the day, you have to put in the effort. The systems and processes are available in abundance! Our group is unbelievable! Glad you're here!!! 🔥

Like · Reply · 1d



Anastacia Briana ☕

Bryant Melton I completely agree. I feel like my head still is spinning with learning new stuff. I can't imagine that stops. I love it and this group 🔥👏💜

Love · Reply · 1d



Jacki Campbell

Leaving a brokerage and broker that I loved but wasn't meeting all my needs so I knew I needed to take that leap of faith. Then he switched the brokerage to exp just as I switched.... 🙏

I'm grateful and happy with my decision and feel I'm with the best sponsor and group for me ❤️

Love · Reply · 1d



Bryant Melton
Jacki Campbell that is a really great story! 🔥



Like · Reply · 1d



Jacqui Jedick Shoffner
The ugly logo... which has since chnaged



Haha · Reply · 1d



Bryant Melton
Jacqui Jedick Shoffner haha - was the first thing I said! Looked cheap!

Like · Reply · 1d



Daniel J. Betancourt
I agree. that too. lol 👍 1

Like · Reply · 1d · Edited



Kathy Courtney 🙋
Jordan Ames



Like · Reply · 1d



Jordan Ames 🙋
Kathy Courtney been scrolling and reading 😊



Like · Reply · 1d



Patty Herrera ☕
My Biggest reservation was loosing \$16k plus a year since I owned by own company and made 100%, Also the loss of control.



Like · Reply · 23h



Samantha Staskal
Patty Herrera how do you feel about it now?



Like · Reply · 23h



Dawna Kleto Elko
Patty Herrera I would love to know how she feels now.

Like · Reply · 23h



Patty Herrera ☕

Samantha Staskal about to icon, ask me in 2 weeks,
😂

Like · Reply · 22h



Samantha Staskal
Patty Herrera that's awesome!

Like · Reply · 20h



Write a reply...



Annmarie Johnson

Not doing it sooner!

Like · Reply · 15h



Bryant Melton

Annmarie Johnson how long did it take you to make the decision? What was the turning point for you?

Like · Reply · 6h



Jessica J Angel

Being new and exp being new.

Listening to too, many blue haired old people didn't even know how to check an email.

Like · Reply · 14h



Bryant Melton

Jessica J Angel what were some of the things they were saying?

Like · Reply · 6h



Dave Biggerstaff 🖐️

My biggest reservation is getting the Tech Support that I need as an Experienced Agent.

Like · Reply · 14h



Bryant Melton

Dave Biggerstaff are you getting good tech support?

Like · Reply · 6h



Kimi Singleton

Honestly only thing that was a 'second thought' for me was the tech fee....it was a quick second thought and then decided it wasn't worth the time I was giving it.

Like · Reply · 6h



Bryant Melton

Kimi Singleton we have an agent right now that seems focused on the tech fee. On the flip side, they pay \$1,400 a month in "tech fees" to various companies. Very glad you mentioned this ... you're definitely not the only one. Did you get past it yourself, or did someone explain the value you'd be getting in return?

Like · Reply · 6h



Kimi Singleton

Bryant Melton I got over it myself. I did cost comparison on what I was paying per transaction at previous brokerage and I was saving.

Like · Reply · 3h



Alisha Pulling

Going into the office everyday and seeing my realtor friends. I eventually decided my decision to stay was personal and my decision to leave was professional. Pre-covid, I still got to see my realtor friends despite having left 😊 Got my cake and ate it too 😊

Like · Reply · 5h



Bryant Melton

Alisha Pulling you may have had the most common reservation. It is very hard to leave great relationships. What was the turning point for you?

Like · Reply · 5h



Kevin Flaherty

Presenting change to my team

Like · Reply · 5h





Bryant Melton

Kevin Flaherty another great one. You can't be the only one with that worry. How'd they take it? How did you explain the benefits?

[Like](#) · [Reply](#) · 2h



Kevin Flaherty

Bryant Melton I actually created an option (red pill or blue pill). I explained benefits then said it would be 8,000 (Half Cappers) if the wanted to be able to do Rev share which was red pill, or you still get all the benefits of EXP but no rev share option... blue pill.

Never lost anyone.

1 out of 13 only took blue pill 😊

[Like](#) · [Reply](#) · 24m



1



Larry DeCoursey

HA! No regrets what's so ever as we left as broker/owners of REMAX. Proved to ourselves and others that hitting ICON out of the gate was the best feeling! Yes, please fix the honey badger 🦡 logo

[Like](#) · [Reply](#) · 2h



1



Samantha Staskal

Larry DeCoursey I have a question for you if you don't mind. I spoke to a REMAX agent this morning. She has been in real estate for 6 months. They made her sign a brokerage agreement saying she would pay them \$7000 the first year regardless of her sales. If she leaves now after 6 months she still has to pay them \$7k. Is this typical of REMAX? First time I have ran into it.

[Like](#) · [Reply](#) · 2h



Larry DeCoursey

Samantha Staskal no, that is not typical of remax.

[Like](#) · [Reply](#) · 1h



1