



**A unique real estate agency concept...  
designed by top 1% agents, for agents**

## **Come to NOVA . . . . Where YOU Are the Star**

**Are you tired of being a number in a large office?**

**Do you believe that you could be a top performer, with the right mentoring and support?**

**Are you ready to leverage your true potential as a Realtor?**

NOVA is a unique agency concept, designed by top 1% agents, for agents. Built on a foundation of Realtor Performance Enhancement, NOVA is dedicated to turning real estate agents into Stars... and Star Agents into Superstars.

NOVA Real Estate Services can show you how to exponentially increase your income with less time and effort. And we provide you with technology, mentoring and additional income streams you won't find at any other Orange County real estate offices.



**A distinctive, high-traffic location on Pacific Coast Highway in downtown Dana Point.**

### **Helping You Realize Your True Potential as a Realtor**

NOVA is the only real estate agency that gives you proven performance-enhancement coaching and technology from the #1 technology training company in the country. Our time-saving system automates prospecting, correspondence, transaction and follow-up, to boost your productivity and increase your sales.

At NOVA, you'll develop your real estate skills and learn how to leverage your true potential through NOVA's on-going mentoring program, led by a top 1% OC Realtor with 23 years of industry experience and an expert loan originator with 28 years in the industry. You'll expand your earnings with additional income streams from in-house loans and our agent referral commissions.

To top it all off... You'll enjoy the best net income in Orange County with generous 90/10 commission splits and minimal costs.

If you're ready to earn a better income and have more time to enjoy life... When you want to realize your full potential as a Realtor in a respectful, fair and ethical environment... Come to NOVA, where YOU are the Star.

# Exponentially Increase Your Income...

## Coaching and Technology

NOVA has partnered with The Coaching Institute, the most successful coaching company for real estate professionals worldwide. Based on the success strategies of real estate millionaires, the TechVantage Coaching Program combines personal development with relationship and marketing technology, to achieve outstanding agent performance.

The TechVantage Program includes:

### One-Year Coaching

You'll spend a full year getting one-on-one coaching to create a program that meets your specific goals, including financial performance, time management, technology and getting better results from marketing.

### Specialized Real Estate Contact Management Software

To save time and increase your effectiveness, you'll get industry-leading contact management software, along with the coaching to build your database to at least 2,000 prospects.

### Letter Marketing Software

Integrated with your contact management software, this marketing system has over 600 professional letters, to help you correspond professionally in seconds, not hours.

### Your Own Private Agent Web Site

We'll provide design and set-up of your private web site, worth thousands of dollars. A powerful sales engine, your web site generates leads and captures prospects, which are then leveraged with contact management software.

## Agent Mentoring

Mentoring is at the heart of NOVA's unique agency concept, because we are dedicated to increasing the skills, knowledge and performance of every NOVA Star Agent. Our highly skilled mentors have proven track records in generating exceptional incomes and teaching success strategies in the areas of Real Estate and Mortgage Origination.

### Real Estate Mentoring

One of the biggest advantages you'll have as a NOVA Star Agent is a top 1% OC agent as your personal real estate mentor: Harry Solomon. With over 23 years of real estate experience selling more than 1,600 listings, Harry knows what it takes to become a Star performer in Orange County.

### Mortgage Origination Mentoring

NOVA Star Agents have an extra advantage on creating additional revenue streams: their own personal mortgage mentor, Chuck Leibold. With 28 years of experience as a loan officer, Chuck has trained and mentored hundreds of loan originators for companies across the United States.

NOVA Star Agents have the option to learn how to generate additional mortgage revenue in their choice of two ways:

#### Flat Fee

By generating leads and helping clients fill out the loan application.

#### Mortgage Commissions

By managing the loan process from start through closing.

## ...With Less Time and Effort

### Increased Income

Get a pay raise the minute you walk in the door! As a NOVA Star Agent you'll enjoy the best net income in Orange County, with 90/10 commission splits, minimal shared office expenses and multiple opportunities for additional income through loans and recruitment.

NOVA gives you more ways to make more money than any other agency in OC:

#### 90/10 Commission Splits

You'll enjoy a generous 90/10 split on real estate commissions from the minute you walk in the door, all year-round.

#### In-House Loans

At NOVA, you have a choice of two ways to generate income with mortgage origination. You can earn a flat fee of \$375 to offset desk fees and expenses, simply by referring the loan to the loan officer with a simple form. Or you can act as the loan officer and receive a 50% commission split on every loan you manage.

#### Recruitment Commissions

For every agent that you bring to NOVA, you will receive 1% of their gross commissions for as long as you both work with NOVA.

#### Minimal Desk Fees and Expenses

NOVA gives you the best net income in Orange County. We make it easy for you to generate high income with little to no monthly costs or fees. With loan referrals, loan commissions and recruitment commissions, you can easily offset ANY monthly expenses.

### Historic Dana Point Location

Another great benefit of becoming a NOVA Star Agent is the office you'll be working out of. NOVA's office is a beautifully renovated historic Cape Cod style building in a highly desirable location in downtown Dana Point.



Airy and bright with vaulted wood beam ceilings, NOVA's office features an open second story loft and dramatic floor-to ceiling windows. Striking architectural details like a spiral staircase, rough-sawn oak paneling, marble and granite flooring and French doors and windows create an impression of casual elegance.



Practical features make the office extremely livable, like private workstations, multiple office computers, a rotating front desk, large and small conference areas, a full kitchen, two bathrooms and private off-street parking.

**Become a NOVA Star Agent**  
**Earn more than you ever**  
**thought possible ... and have time to really enjoy life!**

NOVA is dedicated to turning real estate agents into Stars... and Star Agents into Superstars. As a NOVA Star Agent you'll enjoy the best net income in Orange County, with generous commission splits, minimal desk fees and multiple opportunities to generate income.

You'll get a pay raise the minute you walk through the door at NOVA. With our proven program to increase sales, you'll make better money on a higher volume of sales and additional money from loans and agent recruitment.

**To Schedule an Appointment**  
**contact Harry Solomon,**  
**Owner and Founder**

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For a map and directions, go to  
[www.novarealestateservices.net](http://www.novarealestateservices.net)