



Hello RE/MAX Eastern Canada Broker/Owners, Managers, & Admin,

Current Flex Plan Brokerages:

The time has come as we near the end of 2022, that **for all Flex Plan brokerages** the Flex Plan fee structure will be enforced for **all new hires effective January 1, 2023**. As you know, the Flex Plan fee structure was created in June 2019 to aid broker/owners with recruiting individual agents and to be more competitive with teams. The intent at that time was to place all new hires on the Flex Plan fee structure for qualifying brokerages.

In October 2019, the deadline of December 31, 2020, was given to provide the Flex Plan brokerages the choice to hire new agents on either the Flex Plan or the Traditional fee structure.

Subsequently in April 2020 with the Relief Plan granted during the pandemic, that deadline was extended to December 31, 2022, which is quickly approaching. **Effective January 1, 2023, new hires** who join Flex Plan brokerages (brokerages that have signed an Amending Agreement or have renewed since August 2019) will be placed on the Flex Plan fee structure and will no longer have the option of Traditional fee structures for new hires.

Agents in your brokerage who are currently on Traditional Fees will be grandfathered and you will have no obligation to convert the existing agents to the Flex Plan for the duration of their tenure with RE/MAX.

Current NON Flex Plan Brokerages:

If you are currently not a Flex Plan brokerage, you will become a Flex Plan brokerage upon your next renewal, or if you would like to opt in before that time and utilize the Flex Plan fee structure for your hiring, please contact your Regional Development Director for next steps.

Learn more about the [Flex Plan here](#), and access the [Flex Plan FAQ here](#).

If you have any questions, or would like additional information, please contact your Director of Regional Development [Sandra Kirkland](#), [Jeremy Gulliver](#) or [Simon Schneider](#).

Sincerely,

Samantha Villiard
Area Vice President
RE/MAX Canada

This email was sent to: RE/MAX Eastern Canada Broker/Owners, Managers, & Admin

This email was sent by: RE/MAX CANADA

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