



23 Good Reasons to Join YONG



YONG Does it Better!

23 GOOD REASONS TO JOIN YONG

01. THE MOST GENEROUS REMUNERATION PACKAGES IN THE WORLD

You can get incremental up to 95% commission without any desk fee, or you may choose the flat "95% in house franchise plan" with one simple and affordable "full fee". YONG helps you think big and think long term. On top of these structures, you could still get up to \$2000 a year training bonus.

We offer 16 structures to the right people including \$50,000 per year retainer plus 40% commission on top. The structures we offer give you the comfort and flexibility you need in order to maximise your net profit at any stage in your circumstances or in any market conditions.

You could get a guaranteed \$200,000 selling just over \$10 million worth of real estate and a guaranteed \$500,000 net profit for yourself (not for the office) selling just around \$23 million per year with YONG. This could give you a staggering 83% net profit after all the costs.

Under the YONG System, you can potentially double your income without doubling the number of sales and the effort you put in. This means that you only need to sell one small property worth around \$450,000 every 3 months to cover 100% of your "full fee". Whatever you sell above this is almost all yours after the small Franchise support fee. Under traditional systems, the longer you stay with them, the more you will lose because you have little choice and career advancement. Remember the compound effect over your life.

02. PERMANENT GOODWILL FOR YOU AND YOUR FAMILY

At YONG, there is a direct line for each associate. There is no office number printed on any letterhead paper, advertisements, signage or business cards, except on the extra corporate promotions for you. This system attracts not just great agents, but many previous principals after they have sold or closed their own businesses. Apart from the "no office number policy", you will also get personalised colour letterhead with your photograph, direct line, mobile and email on it, all at the company's expense. YONG gives you 100% personal branding like a mini franchise under a strong brand or network. Also, large after-hours stickers are professionally designed to cover the office phone number on signage.

We don't have any restrictions on your farm area or restrictions to negotiate with vendors directly when you have a contract. The whole city is your market and you are the CEO of your own corporation from day one. We simply run your back office administration. It is so much better than you working in a serviced office or working from home where you have no privacy, profile or security and you have to do every non-dollar productive administration duty and pay all the expenses yourself. We coach you how to fish, so the ocean is your market.

The associates at YONG are like the "In House Franchisee" instead of the "Salesperson" or "Personal Assistant" to the selling Principal like traditional systems. At YONG, the broker owner is like a sports club owner, facilitator, team leader or head coach. All enquiries go to your private office so it is unlikely someone could "steal" your business so you can avoid any arguments between team members. Your direct line can be passed on to your children generation after generation or you can even sell the goodwill of your direct line and database to your relatives or friends to benefit them immediately when you retire, if you have built enough valuable goodwill from your personal branding and database. Any one letter or business card you send out today could possibly earn you or your next generation \$50,000 to \$100,000 because whenever a listing call comes through

even in 20-30 years time, it will go straight to your own private office, instead of to those who might not deserve it.

03. FAST EXPANSION PLAN & MISSION TO BE NO. 1 IN THE WORLD

YONG's vision is to become the largest real estate network in the world potentially employing over 300,000 people globally in the future. The Chinese market alone could make YONG reach this target.

04. YONG'S SKY CHANNEL 8 LIVE TRAINING AND ANNUAL 5 DAY CONVENTION

Apart from our weekly training sessions, we also hold our annual 4 day convention which incorporates YONG Sales Convention, the Black Tie Award Gala Dinner, YONG Principals Workshop, Wealth Creation Workshop and Master Franchisee & Sub-Master Franchisee Workshop.

All YONG associates have access to YONG's Sky Channel 8 intranet and live corporate training every week as well as the 24/7 replay of training sessions across the globe.

The training sessions are held twice a week by in house coaches plus one on one to those required as well as many other great trainers such as Peter Gilchrist who runs some of the sessions from time to time. Apart from personal contact, you will also receive emails from the CEO/COO and/or from your Master Franchisee/Sub Master Franchisee/Franchise Managers at least twice a week.

05. USP - TOYOTA PHILOSOPHY AND UNIQUE YONG EXPERIENCE

Like Toyota and Lexus, the most successful and profitable (BRW Sep 2006) car makers in the world renowned for their reliability and value for money, we would like people who are looking for results, reliability, excellence in service, ethics, value for money and 100% solution for international marketing to think of only YONG Real Estate. The unique YONG brand is aiming for 10% of the world market while the other 20,000 real estate brands in the world, which are very similar to each other from their brand names to their marketing approach, have to compete with each other for the balance 90% of the world market.

06. SUPER OFFICE

YONG Real Estate could eventually be the dominant force of any area we are in with potentially 10-30% market share in each area because of our super office concept. The super office offers a hassle free lifestyle for you with no holding costs and a lot lower running costs so you can enjoy a better quality lifestyle.

01. THE ETHICAL BRAND AND YONG FOUNDATION

The ethical brand - YONG is arguably the only international real estate network in the world which contributes 20.2% of the total franchise fee to the YONG Charity Foundation, a charity trust set up by YONG's founder, Peter Huang, in 2009. The funds from the foundation are used for the research of cancer and other diseases related to the elderly, women and children, as well as significant national disasters. Peter himself has committed \$500,000 in its first year of operation in 2009 to kick start the foundation, plus an on-going 20.2% of the total franchise fee collected in Queensland or 51.3% of the total franchisors gross income for the rest of the world should there be a master franchisee involved.

08. GENEROUS EXTRA COMPANY SUPPORT AND BENEFITS

We offer free corporate training sessions, free birthday party and bonus, free uniforms, free client thank you cards, birthday cards, company folders and pro-active marketing kits with a colour property profiler prepared by 6 star service officer, free 1,000 "JUST SOLD" letter box drop plus many more benefits.

09. YONG'S 6 STAR SERVICE

At YONG, we care and deliver. Each team member is required to sign the "YONG 6 STAR SERVICE PLEDGE" and we strive to always offer our clients 6 star service. A "YONG 6 Star Service Feedback Box" is required to be set up over the counter of each YONG office and our Global 6 Star Service hotline 1300 YONG 88 (1300 9664 88) or our email yong@yong.com.au is promoted for our brand image and corporate support.

10. E-BULLETIN DATABASE MARKETING

With the support of our full time in house IT Manager and full time Graphic Designer from our Corporate Office, you could market properties through our large corporate and in house email database to generate more direct results for your clients. Peter Huang and his management team travel all over the world every year to study to make sure YONG keeps ahead. We invest heavily in the world's leading technology and marketing strategies to improve our branches and franchised offices productivity and add extra benefits to our system for our vendors and buyers through YONG's Contact Management System, Property Alert Function, Market Watch E-Bulletin and more.

11. MULTI-CULTURAL AND INTERNATIONAL NETWORK

Multiple languages and dialects are spoken in the same network to tap into the local, interstate and international markets which is the obvious trend due to the ever increasing buying power of people from Asia, Europe and other emerging countries which in turn provides your listings with a better chance to sell and give your company long term upswing and security. It is also an important listing tool due to its unique selling proposition (USP).

12. STRONG INTERNET MARKETING

Our YONG Corporate website is professionally designed, constantly maintained and is linked to over 100 major real estate websites and search engines to generate a higher profile and more business for you. Our Franchise offices can upload their listings to the YONG website free of charge. All of our client's listings are also required to be linked to major real estate portals including realestate.com.au and domain.com.au. The widely promoted website and super marketing network alone is worth thousands of dollars of free advertising for your vendors property.

13. MULTI-LANGUAGE MEDIA, 100% SOLUTION FOR MARKETING EXCELLENCE

Powerful and cost effective local and international marketing to attract 100% of the buyers and more high net worth individuals for a better result for your clients through both English and the very affordable Asian media, if requested.

14. A COMPLETE REAL ESTATE COMPANY WITH VERY LOW FRANCHISE FEE

YONG is not just a traditional real estate agency purely selling normal real estate. Our network offers a complete real estate solution including real estate marketing, property management, property investment as well as property development related services including project marketing, research, development management and more.

For those on a 50% commission level, because the franchise fee is taken from the gross office commission shared by the office and it is tax deductible so effectively, the associates contribution is just over 1% after tax while getting so many extra benefits.

15. STRATEGIC ALLIANCE

YONG has a strategic alliance with many finance, insurance, education, immigration agencies and others to bring more qualified cash buyers to our network.

16. EXTRA CORPORATE PROMOTION

On top of each office's consistent local advertising, YONG sends out various local and international press releases, runs promotional advertising campaigns and participates in public speaking engagements as well as other sponsorship opportunities to attract more business for our associates at no extra marketing levy.

17. WEALTH CREATION

Apart from the best in house marketing system and training, you will also get personal or online coaching from the legendary Peter Huang who invented the "YONG System", "YONG Million \$ Secrets" and "28 No or Little Money Down Magic Property Investment and Development Strategies" to help our associates create real wealth. While all other training sessions are free, the annual "No money down" work shop normally costs external people \$18,000 + GST per person however it is free to our franchise owners. Our associates only pay 20% of the full fee for a couple. According to Robert Bevan, only 10% of real estate salespeople in Australia own investment properties while the majority of associates from YONG Corporate Office own multiple properties.

18. BALANCED QUALITY OF LIFE

YONG has designed the ideal day, week and year to nurture a balanced quality of life for the whole team. At YONG, we do not ask you to give out your home number and we encourage you to switch off your mobile phone as soon as you reach home after a fully productive day.

19. FORWARD THINKING, NETWORK REFERRAL OR JOINT MARKETING

A forward thinking and progressive company with prominent corporate logos and signage, growing network referrals or joint marketing between YONG offices to generate extra business for you. At YONG, we help you think big, think long term and think outside the square. With the belief of relationships for life, we don't look at the short term gain; we always look after our associates and our client's long term interest so they can become our raving fan and strategic partners for life.

20. RECIPROCAL REFERRAL SYSTEM

The YONG System ensures our sales associates receive not only a referral fee up front but also a much higher chance of re-selling those investment properties again which were originally referred to our property management division.

21. ADVANCED RP DATA SEARCH

Our RP Data Property search has all the advanced features including "on the market" and covers a wider area. It also generates a 20-30 page full colour property profiler to be placed on top of our proactive marketing kit.

22. YOUR BUSINESS WITHIN A BUSINESS WITH NO UPFRONT CAPITAL - EBU (EFFECTIVE BUSINESS UNIT)

There is no limit to the number of personal assistants you could employ or the number of private offices or desks you can take under the YONG System, as long as space is available.

23. A PROVEN TRACK RECORD - AN \$80M MAN

YONG founder, Peter Huang, walks the talk. He arrived in Australia in 1991 with only \$100 and increased his wealth to \$80 million net assets in 2008 when his autobiography/property investment business book, *The Australian Dream & \$1 Properties*, was launched. Since 2003, YONG has been the highest ranking real estate company in Queensland amongst the states top 400 private companies. While managing one of the largest and most complex real estate companies in Australia, he has produced over \$4M in fees personally in 2010, using 10%-20% of his available spare time in sales and business development. Please feel free to visit www.yong.com.au for more information, or call our COO (07) 3373 9877 or email coo@yong.com.au.

Welcome to YONG Territory!

THE SYSTEM TO REWARD YOU MORE FOR GENERATIONS TO COME

01	PA or Onsite Sales Assistant	Base Award + \$100 each full sale (for Admin PA) or Award on 40% (by debit and credit for sales PA on sales side only)
02	Government Award	40% commission (base award, debit and credit)
03	Company Senior Award A	55% commission (\$50,000 retainer, debit and credit)
04	Company Senior Award B	40% commission on top (\$50,000 retainer, commission on top)
05	Senior Flat Commission A	55% commission
06	Senior Flat Commission B	60% commission
07	Senior Flat Commission C	63% commission
08	Senior Flat Commission D	70% commission
09	Commission Incremental	50% - 95% commission
10	Full Fee A	70% commission
11	Full Fee B	95% commission
13	Hot Desk A	70% commission
14	Hot Desk B	75% commission
15	Hot Desk C	80% commission
16	Hot Desk D	95% commission

THE MOST GENEROUS PACKAGE IN THE WORLD

Did you realise that the difference between 40% and 60% is not just 20%, but a staggering 50% increase of your personal income? Besides, all YONG associate enjoy 1,000 free "Just Listed" and "Just Sold" letter box drops, stockboard sign etc. One of the above structures could be exactly what you are looking for. For more information, visit our website www.yong.com.au or call our COO on (07) 3373 9877 or email coo@yong.com.au.