

## **Founding Broker – The Daily Agent Real Estate Brokerage Ltd.**

**The Daily Agent Real Estate Brokerage Ltd.** is looking for an experienced real estate professional to work directly with the Broker of Record & Founder in establishing a new operating & pricing model for residential real estate representation.

This is not a traditional brokerage recruitment opportunity.

The objective is to refine The Daily Agent Real Estate Brokerage Ltd.'s residential real estate representation delivery and pricing platform in market and then focus on brokerage expansion.

### **Long-Term Opportunity**

This position is intended to evolve into a Broker of Record leadership role for Waterloo Region.

The successful candidate will have the opportunity to help lead the next stage of The Daily Agent's growth through brokerage leadership, profit sharing, ownership opportunities, and future regional expansion as predefined business milestones are achieved.

### **Phase One – Build the Foundation**

Work directly with the Broker of Record & Founder to refine, challenge, and validate how The Daily Agents pricing and representation model provides value for real estate agents and the clients they represent through real client transactions.

Responsibilities include:

- Represent buyers and sellers using The Daily Agent operating model.
- Help refine brokerage systems, workflows, and operational processes.
- Recommend improvements based on practical experience.
- Assist in developing documentation and operating standards.
- Validate the brokerage through successful client outcomes.
- Contribute to the continued development of a professional, transparent and process-driven brokerage.

### **Phase Two – Brokerage Leadership**

Following successful market validation and predefined brokerage milestones, this role is expected to evolve into a leadership position within the company.

Responsibilities will include:

- Broker of Record for Waterloo Region.
- Brokerage operations and compliance.
- Recruitment, onboarding and mentoring.

- Refinement of brokerage policies, procedures and operational standards.
- Building and leading the brokerage support team.
- Assisting with strategic planning and long-term company growth.

## **Minimum Qualifications**

- Active RECO registration in good standing.
- Broker designation is preferred or willing to achieve in the near term.
- Minimum five years of residential real estate experience representing both buyers and sellers.
- Strong understanding of residential real estate transactions from initial consultation through closing.
- Professional communication skills.
- High ethical and professional standards.

## **We're Looking for Someone Who...**

- Believes there is always a solution and opportunity for market niches.
- Enjoys improving systems and processes.
- Thinks beyond individual transactions.
- Is comfortable challenging ideas respectfully.
- Wants to help build a company not simply work for one.
- Sees long-term value in helping shape a new brokerage from its earliest stages.

## **Compensation Structure**

This is a 100% commission-based leadership opportunity designed for an experienced real estate professional who is interested in building and leading a new brokerage model.

The Founding Broker will earn commission income through their own real estate production while also participating in the long-term growth opportunity of The Daily Agent.

## **Why This Opportunity Is Different**

Most brokerages ask you to join an existing system. This opportunity asks you to help build one.

You'll work directly with the Founder to help refine TDA's value proposition and how residential real estate representation can be delivered more effectively and efficiently for real estate agents and their clients.

Upon successful market validation and achievement of predefined business milestones, the opportunity exists to help lead the next stage of The Daily Agent's growth and long-term direction.

Interested candidates please email your Cover Letter and Resume to: [careers@thedailyagent.ca](mailto:careers@thedailyagent.ca)