

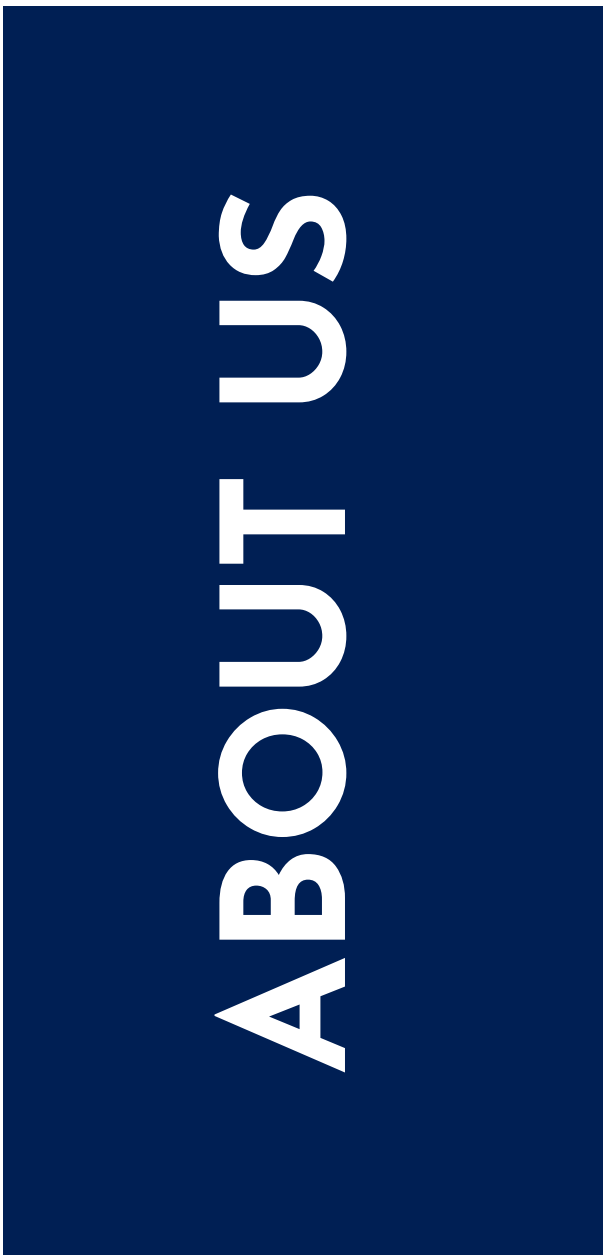


BECOME A
CAPTAIN

WHO ARE WE?

Captain & Co has received many accolades since its inception. In 2020, Captain & Co. was nominated for one of the Memphis Business Journal: Small Business Awards.

For four consecutive years, we have been in the top 20% of brokerages in the Memphis Area. In 2021, we expanded into Mississippi and opened our Collierville Office in 2022.



More expansion is on the horizon, and we'd love for you to be a part of it!

ABOUT OUR FOUNDER

Fara Captain is a dynamic changemaker who believes in building inclusive environment in both the real estate industry and the City of Memphis.



Fara is a Multi-Million Dollar Club Life Member, and currently ranks in the top 1% in the Memphis Area. Fara Captain was honored as a 2022 Super Women in Business by the Memphis Business Journal for raising the bar in the real estate industry and paving the path with Captain & Co.

Her drive and determination to fill a much needed gap in the Memphis real estate community was a result of personal perseverance combined with a huge thirst for knowledge. She is currently working on growing the next generation of REALTORS® at Captain & Co.



OUR PILLARS

At Captain & Co. we believe in creating a teamerage. We all work together to support each other, our clients, and our community.



ANCHOR AGENTS

At Captain & Co. we believe in building successful agents. We believe in developing our agents through rigorous hands-on training, one-on-one mentoring sessions, business planning and hard work. We want to anchor our agents by teaching them the ropes to navigate the seas. We believe in anchoring our agents to be the top 20% in the Memphis area.

ANCHOR MEMPHIS

At Captain & Co. we believe in providing our clients with the utmost level of customer service. We believe in 100% customer satisfaction as our standard. We don't believe in "selling" and we don't count "transactions". We believe in satisfied clients. We endeavor to fulfill our obligations to our clients. We'd love to ANCHOR you!

ANCHOR LOVE

At Captain & Co. we believe in giving back to our community. Over the past 4 years we have donated \$40,000 of our profits to local nonprofits. In 2023 we have chosen Homes for Hearts Memphis as our sole beneficiary. Our goal is to fund the building of one tiny home to bring a Memphian out of homelessness. Our goal for 2025 and beyond is to create more affordable homes.

WHY START A COMPANY?

We wanted to create a collaborative environment where the company culture is to share success. Here's how we are doing it.



We know that statistics do not paint a complete picture, but a recent NAR report found that REALTORS® with less than 2 years experience had a median gross income of \$8,500.

When you become a Captain we want to make sure you are equipped to be ABOVE AVERAGE! We provide the training, coaching, and support all in house from top producers.





SUPPORT

Whether you are a new agent needing training, seasoned agent looking for fine tuning, or an established agent seeking growth and balance, we are here to support you!



INCLUSIVITY

Captain & Co. fosters a community built on inclusion. We want our agents to be empowered to bring their whole selves to work without fear. We want every agent to excel and we believe that mutual support, respect, and encouragement is the way to achieve this.



WE ARE A TEAMERAGE



Captain & Co. is more than a brokerage; we are a teamerage. We do not rank our agents against each other, but will help you find where you rank in the local market. Captains help and support each other when needed. In addition, each Captain has the opportunity to plan a monthly team social event of their choosing.



COACHING

High performers in every industry have a coach.

Captain & Co. believes in providing coaching from the best! That means each agent has access to one-on-one coaching and training from top producers. And for our seasoned agents, we provide the coaching to help you implement systems to find balance.



READY TO **PIVOT**

Because we are not corporate affiliated or franchised, we are not committed to rules that don't make sense for our local needs! We are from Memphis FOR Memphis! Captain & Co. is always open to new ideas and positive changes. YOU have a say in how we do business!



VIRTUAL OFFICE

With a virtual assistant, ACH paycheck, and simple, easy to use software, you don't need to come into an office! Additionally, most trainings are offered as a hybrid virtual/in person.

TWO LOCATIONS

Need space to work, meet with a client or hold an event? Captain & Co has two storefront offices and a conference room available for your use.

Our Collierville office offers an intimate space close to the town square. Our Midtown office is perfect for larger group gatherings.

**HYBRID
OFFICE**

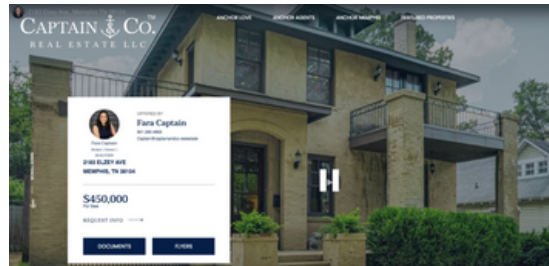
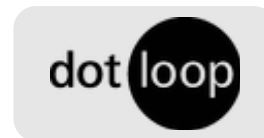




Gmail
 Google Drive
 Google Calendar
 Google Meet
 Google Sheets
 Google Chat



Google Docs
 Google Contacts
 Google Slides
 Google Photos



AGENT SUPPORT

Supporting our agents is a priority at Captain & Co. Not tech savvy? Our Admin, Concierge, and Marketing Coordinator are here to help! They will show you the ins and outs of Google Workspace, create listing materials for social media and our website, walk you through Ixact Contact, and assist with Dotloop. All at no additional charge!

CONCIERGE

Our Staff offers many additional services at a fee of \$25/hr. Here are a few highlights.



Virtual Assistant

Our Virtual Assistant is available to support you. They can assist with Ixact Contact, by setting up your account and/or entering contacts. They can also personalize your Google Workspace applications to your preferences.

Captain Concierge

Our Captain Concierge can create virtual tours of your listings (RICOH360), help with staging, listing photos, and room measurements. They can also pick up lockboxes and drop off earnest money checks for clients.

Marketing Coordinator

Our Marketing Coordinator can create professional social media pages for you as well as personalized posts, short videos, and reels. They can also create templates and action plans in Ixact Contact.



DOCUMENT COORDINATION

We provide the option to have a trained in-house Transaction Coordinator assist with back end Transaction Coordination tasks for our agents. The fee is only \$250 per Document Coordination, and is billed at closing.



TRAINING

Our agents have access to local training classes held by Captain & Co. agents and vendor partners. We have partnerships with Real Estate Schools for Continuing Education, and our Founder, Fara Captain, is a nationally recognized instructor.

AGENT REVIEWS



Lindsay Jenkins
REALTOR® Associate

"I love our company's values above everything! I also love the one-on-one training, weekly check-ins and support that Captain & Co. offers! As a new agent, I was seeking a brokerage that would hold me to a higher standard and I have found that and more with Captain & Co."



Beth Shindler
Broker/REALTOR®

"Everyone is super inclusive and fun to be around and the support is phenomenal so I'm able to work efficiently, grow my business, serve others, and have the time to spend with my kids."



Shannon Dabney
REALTOR® Associate

"I love the foundation of the company. I love the support and the opportunity it provides for growth and success."



A PLAN FOR EVERYONE

At Captain & Co. we offer multiple Success Plans because we understand that each agent has different needs.



Whether you are a new agent or a Top Producer, Captain & Co. has a plan to fit your business! Remember that all support and Concierge services are available.

Feel free to reach out to our leadership team with any questions, or for more details!



NEW TO THE BUSINESS?

Tennessee Only

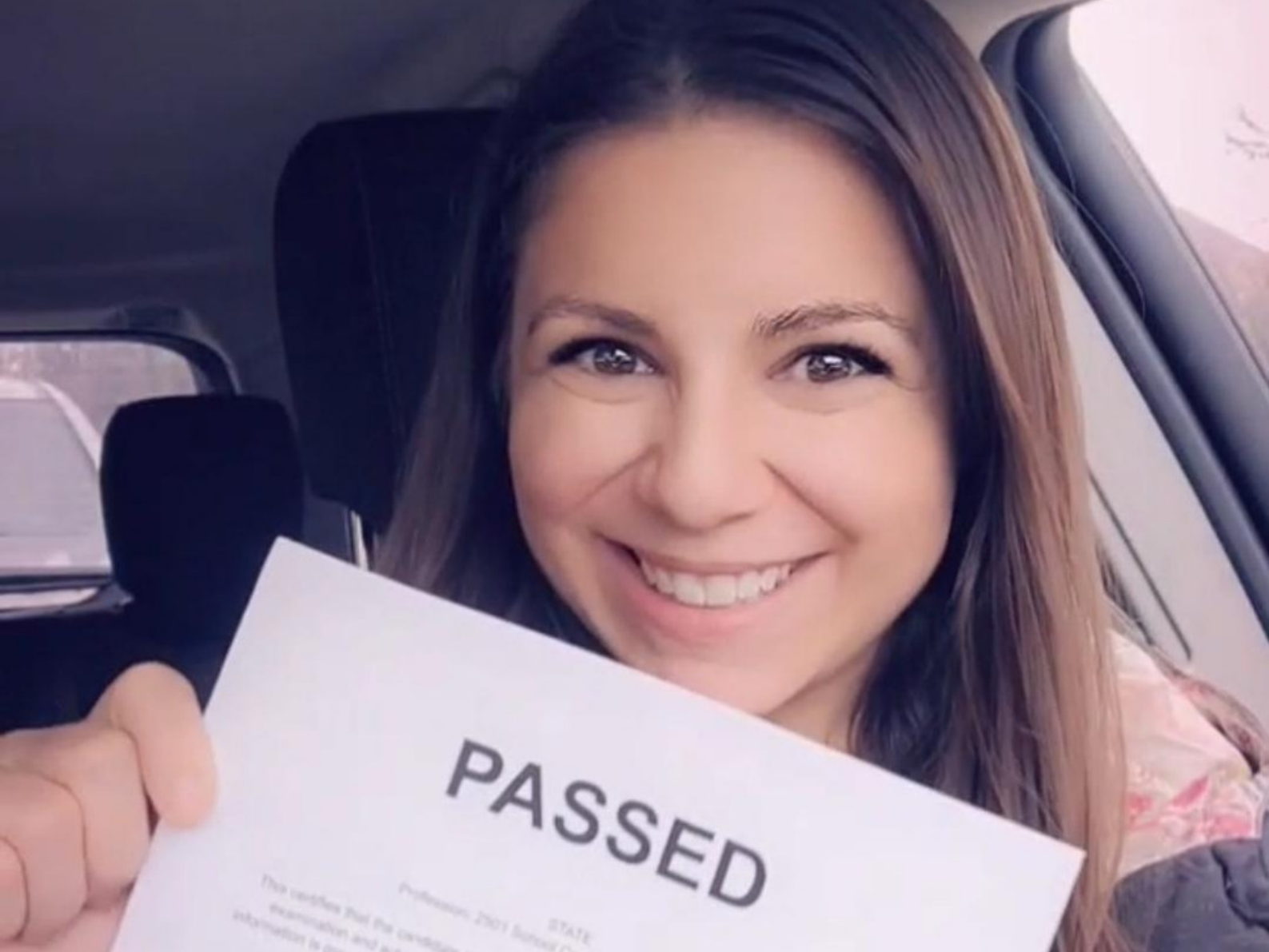
- Take the 60-hr Pre-Licensing Course **\$385***
- Take & Pass State Exam **\$39***
- Take the 30-hr New Affiliate Course **\$200***
- Join Local board of REALTORS® **\$435* annual**
- Order E&O Insurance using RICE **\$535* TN only**

Mississippi Only

- Take the 60-hr Pre-Licensing Course **\$225***
- Take & Pass State Exam **\$75***
- Take the 30-hr New Affiliate Course **\$200***
- Join Local board of REALTORS® **\$488* annual**
- Order E&O Insurance using RICE **\$316* MS only**

Your Initial Investment:
\$1,594* (only TN)
\$1,304* (MS)
\$2,473* (BOTH)

*All costs are estimates as of printing



AFTER THE EXAM

Within 6 months of passing the national and state exam, you will need to submit certificates from all pre-licensing classes, exam certifications with your new managing broker's signature, high school or college diploma, & proof of E&O insurance to the Real Estate Commission.

Additional requirements vary state to state. Our Staff and Leaders will be there to guide you through the process and answer your questions!



G₂ R₁ O₁ W₄ T₁ H₄

NEW AGENT LEADS

Because Captain & Co. cares about your success, we will provide leads to new incoming agents as well as give you the opportunity to attend events where you can generate your own leads.

NEW CAPTAIN PACKAGE

Included for all new Captains

Buyer and Seller Guides



5 riders and 50 signs installed



2 Name Badges



Professional Headshots



200 Business Cards



Agent Page on our Website



Group E&O Insurance

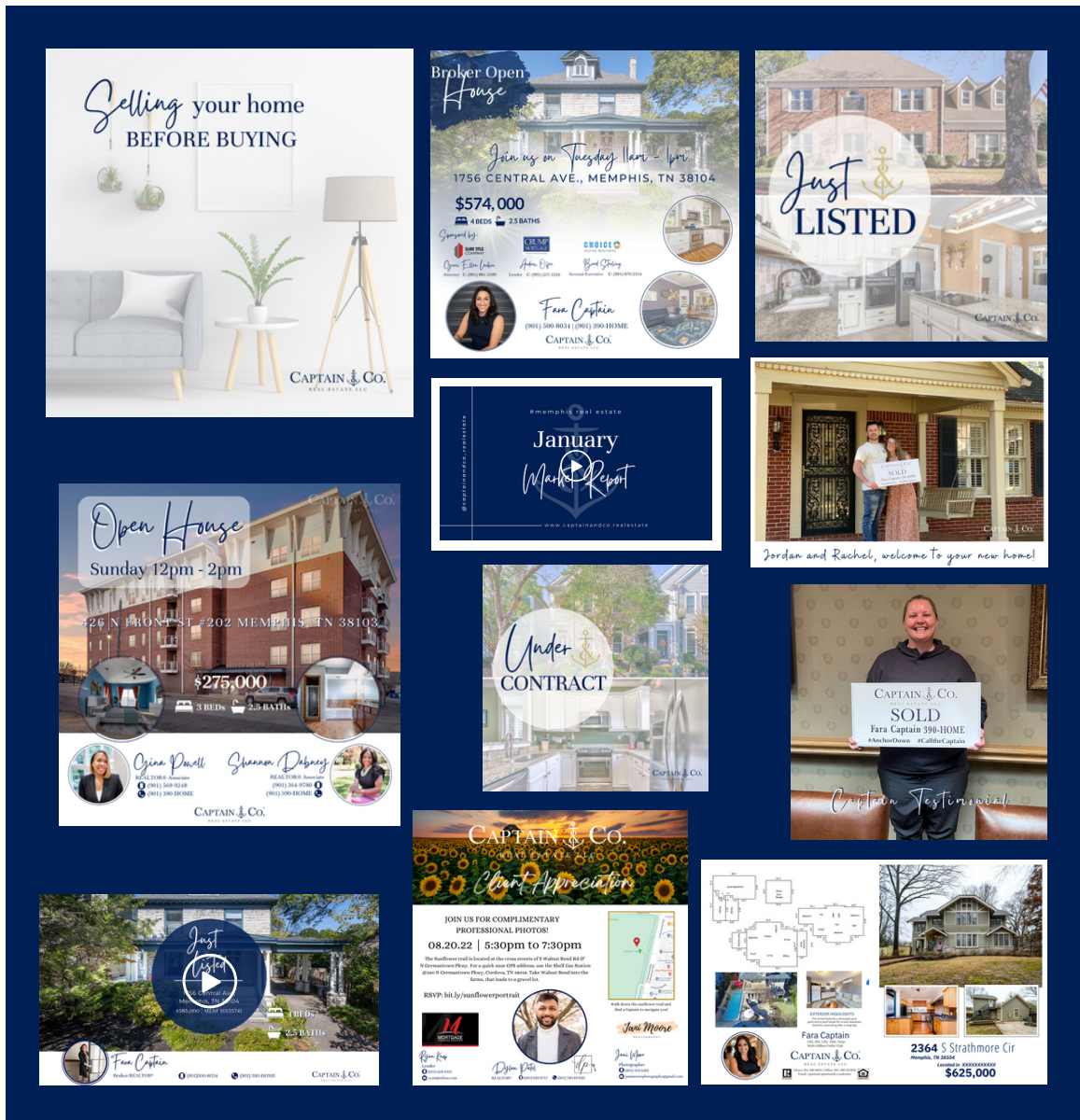


Videos About You



MARKETING SERVICES

At Captain & Co. our Marketing Department is here for your needs. From custom flyers, to presentations and videos, to social media content, we're ready to help! Agents also have access to Canva templates to create their own materials.



LIFE LIST

Reasons for Living

At Captain & Co. we believe in helping you grow in all areas of your life and self, not just as a professional.

This list is a starting point on that journey.

To Have:

- 1) _____
- 2) _____
- 3) _____
- 4) _____
- 5) _____
- 6) _____
- 7) _____
- 8) _____
- 9) _____
- 10) _____

To Be:

- 1) _____
- 2) _____
- 3) _____
- 4) _____
- 5) _____
- 6) _____
- 7) _____
- 8) _____
- 9) _____
- 10) _____

To Do:

- 1) _____
- 2) _____
- 3) _____
- 4) _____
- 5) _____
- 6) _____
- 7) _____
- 8) _____
- 9) _____
- 10) _____

To Give:

- 1) _____
- 2) _____
- 3) _____
- 4) _____
- 5) _____
- 6) _____
- 7) _____
- 8) _____
- 9) _____
- 10) _____

OUR LEADERSHIP TEAM



Shannon Dabney

Brand Ambassador/
REALTOR® Associate

📞 901.364.9780

✉️ Shannon@captainandco.realestate



Amy Williams

Brand Ambassador/
REALTOR® Associate

📞 901.591.7800

✉️ Amy@captainandco.realestate



Fara Captain

Founder/REALTOR®

📞 901.500.8034

✉️ captain@captainandco.realestate



Marissa Hertzog

Managing Broker/REALTOR®
Midtown Office

📞 901.846.6028

✉️ Marissa.Hertzog@captainandco.realestate



Beth Shindler

Managing Broker/REALTOR®
Collierville Office

📞 901.264.6610

✉️ bethshindler@captainandco.realestate

THANK YOU



Reach out to a member of our Leadership Team today!
We'd love the opportunity to sit down with you!

CONTACT US



PHONE
901.390.HOME



WEBSITE
www.captainandco.realestate

CAPTAIN  Co.™

REAL ESTATE LLC