

What is a Team?

- How many people?
- How many licensees?
- Collective name?
- Public perception?
- Same firm?
- Same broker?



Obstacles to Regulation

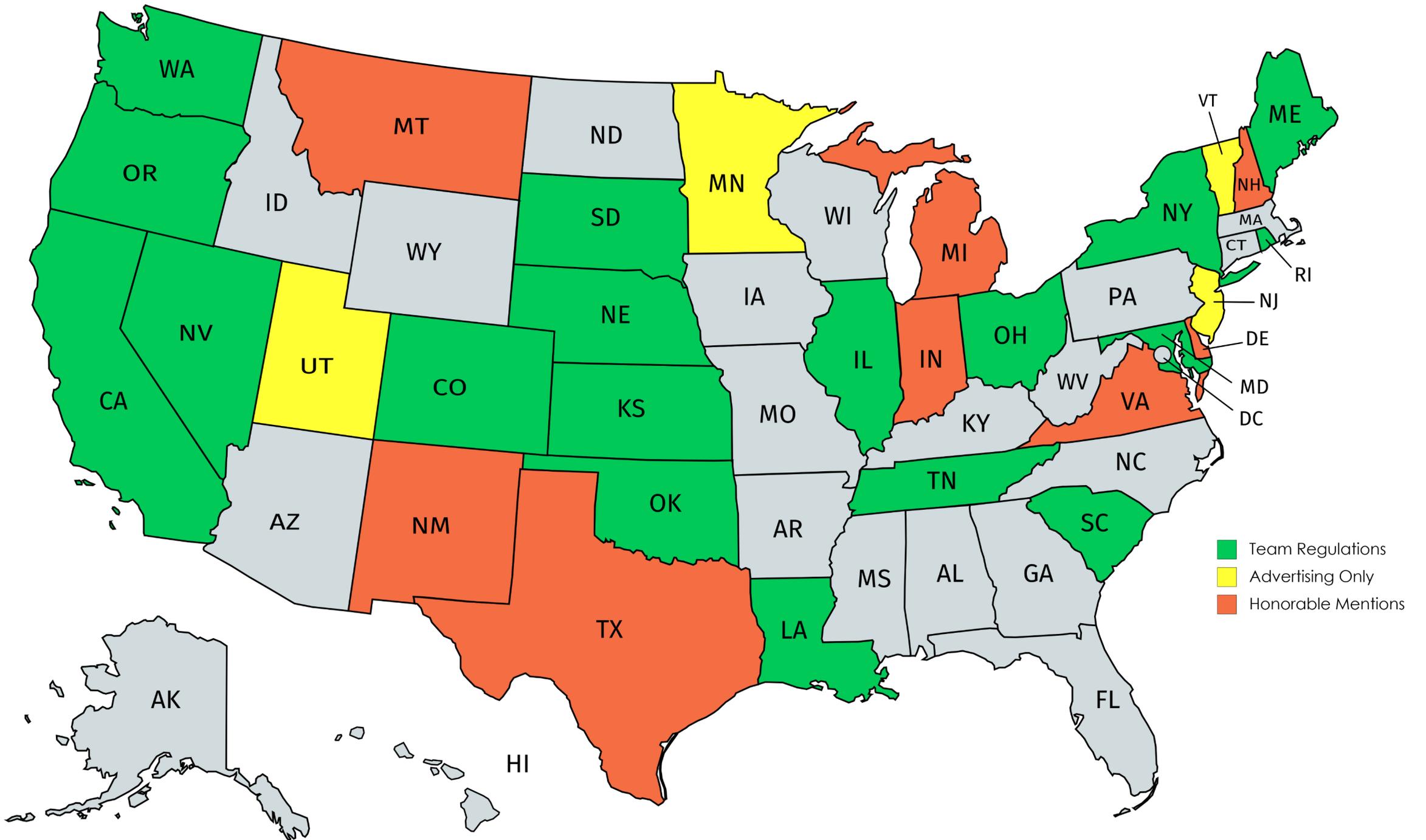
- Team definition
- Antitrust
- Brokers
- Cost to Agents



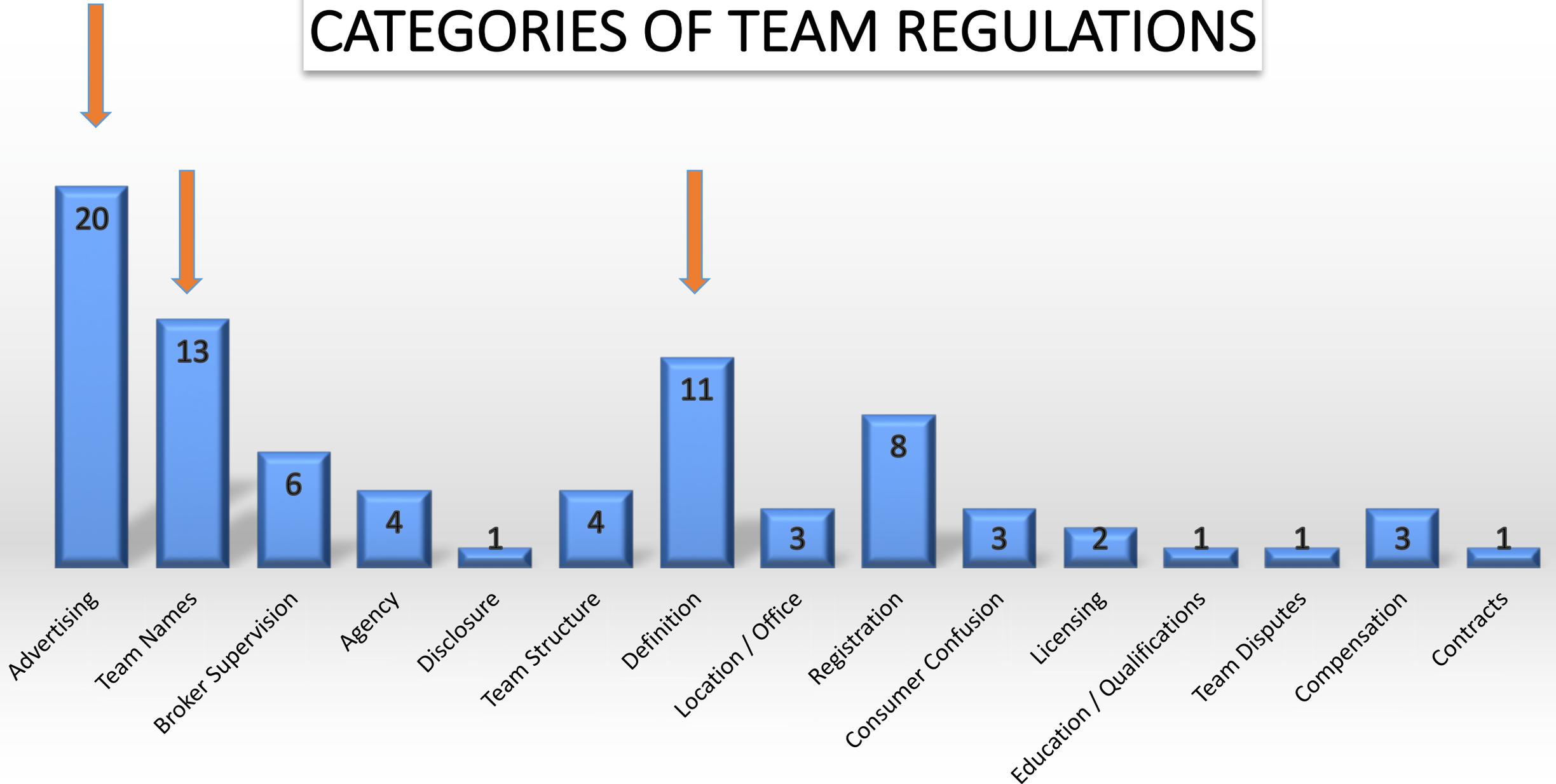
Why Regulate Teams?

- Broker Supervision
- Consumer Confusion & Transparency
- Professionalism

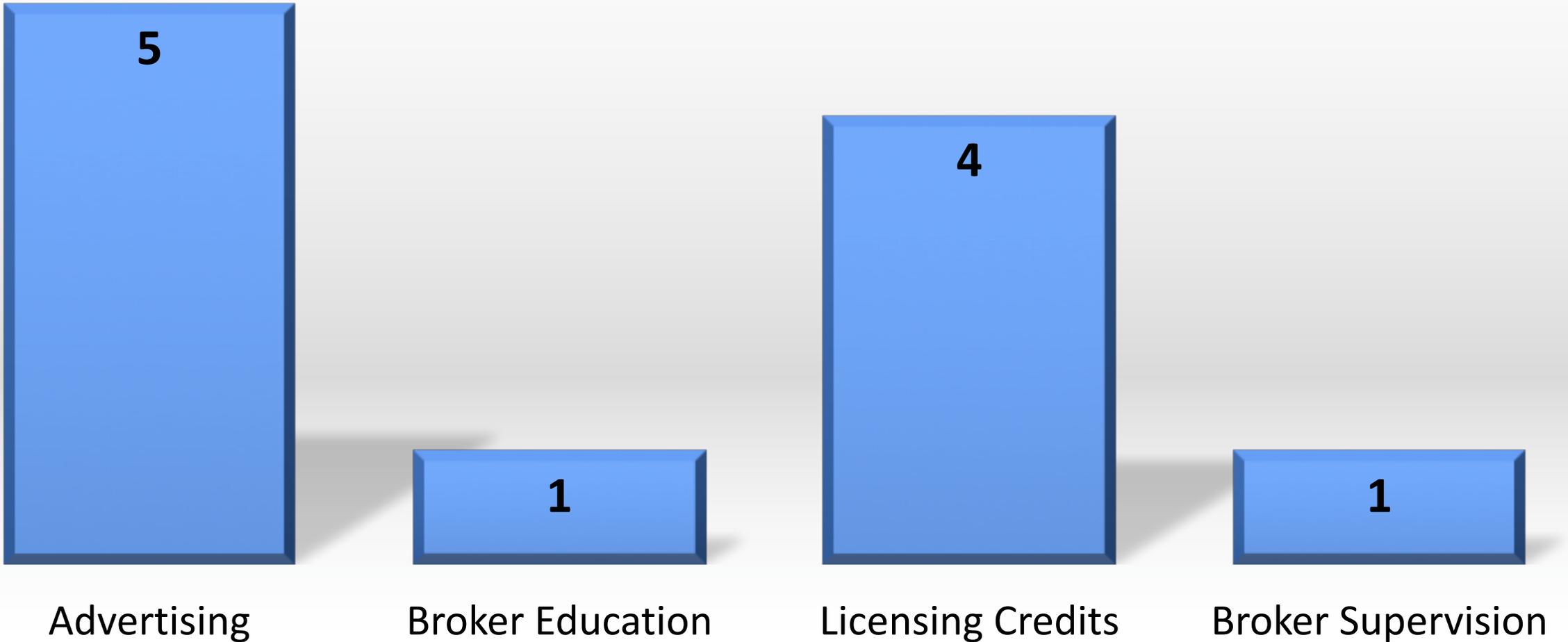




CATEGORIES OF TEAM REGULATIONS



Honorable Mentions



Other Methods of Regulation

- Review current state laws and regulations
- Broker education
- Team education
- Business education
- Broker policy

