

AGENT INFORMATION PACKET

Your Path to Greater Flexibility and
Control in Real Estate



A Complete, Scalable Platform for Agents Who
Want More Than Just a Place to Hang Their
License

WWW.FIRSTFULLSERVICEREALTY.COM

215 E. WARM SPRINGS RD. UNIT 109, LAS VEGAS, NV, 89119

NEVADA BROKERAGE LICENSE #: B.1003062



WHO WE ARE

First Full Service Referral Network is a Nevada-licensed real estate brokerage designed for agents who want flexibility without the obligations of MLS or REALTOR® membership. We provide a dynamic platform focused on **referrals, off-market deals, investor support, and commercial real estate opportunities**. Our goal is to give you the freedom to run your business your way, while offering you the tools, resources, and support to succeed in today's real estate market.

At First Full Service Referral Network, we're redefining what it means to be a licensed agent outside the MLS. We're not just a brokerage — we're a **launchpad** for agents, wholesalers, and creative dealmakers who want to build real businesses, not just close occasional deals.

WELCOME



WE OFFER THE
BEST SERVICE

WHAT YOU GET WITH FIRST FULL SERVICE REFERRAL NETWORK

At **First Full Service Referral Network**, we support our agents with **real tools, smart systems, and the flexibility to thrive** — without the heavy costs and restrictions of traditional brokerages.

Here's what you get as part of our platform:

- ✓ No MLS Dues
- ✓ No REALTOR® Association Membership
- ✓ Keep Your License Active
- ✓ E&O Insurance
- ✓ Earn Referral Fees
- ✓ A Business-in-a-Box that supports off-market, creative, and investment-driven real estate models
- ✓ Flexibility - No office floor time.
- ✓ Full Compliance Support
- ✓ Templates, disclosures, and scripts
- ✓ Brand flexibility — build your own brand or plug into ours
- ✓ Easily switch between brokerages

But That's Not All — We Go Further

At **First Full Service Referral Network**, we don't stop at just keeping your license active.

We give you access to tools and training that empower you to thrive.

Access to a Powerful, Investor-Grade Property Intelligence Tool

Our agents can opt into a professional-grade real estate platform designed to give you an edge — whether you're focused on referrals, off-market deals, or investment opportunities.

With this tool, you can:

- ✓ Find motivated sellers, distressed properties, and high-equity owners
- ✓ Pull property comps nationwide — no MLS needed
- ✓ Analyze flip, rental, wholesale, or buy & hold opportunities
- ✓ Create targeted lead lists using filters like ownership type, property characteristics, loan status, etc
- ✓ Access mortgage data, ownership history, and property records
- ✓ Generate polished property reports and deal summaries for investors and buyers

 **Most traditional agents don't have access to this tool — and even fewer know how to use it. That's where we come in...**



WHAT YOU CAN DO AS A NON-MLS AGENT WITH A VALID NEVADA LICENSE

01

Collect Referral Fees

Earn commission on deals you refer to other licensed agents or brokers, nationwide.

02

Represent Buyers & Sellers in Off-Market Transactions

Work on pocket listings, FSBOs, private sales, or distressed properties that don't appear on the MLS.

03

Work with investors

Engage with investors to buy and sell properties outside of the MLS, including wholesaling, rehabbing, and flipping.

04

Market Your Services:

Leverage social media, networking, or direct outreach to market your services, without restrictions.

05

Engage in Commercial Real Estate:

Work on commercial deals through platforms or through direct relationships with developers and investors.

06

Assist with Leasing Transactions:

Facilitate lease transactions (with proper broker approval) and earn commissions.

07

Access Powerful Tools

Use our advanced property tools to analyze properties and find leads in ways MLS agents cannot.



RESTRICTIONS: WHAT NON-MLS AGENTS ARE NOT ALLOWED TO DO

Listing Properties

01

Only agents with active MLS membership can create listings that are visible to other agents and syndicated to consumer platforms like Zillow, Redfin, and Realtor.com.

Access to Showing Tools like ShowingTime, Supra/eKey, or MLS-only data

02

Without MLS access, you won't be able to schedule showings through ShowingTime or unlock properties using Supra lockboxes. You'll also be unable to view private agent remarks, historical listing data, and other MLS-exclusive resources.

Advertise a property as "For Sale"

03

Public advertising (such as signs, social media posts, or online listings) requires written permission and must include appropriate disclosures. All advertising must comply with strict NRED guidelines to avoid disciplinary action.

Use REALTOR® branding & network

04

Only agents who are dues-paying members of the National Association of REALTORS® (NAR) may use the REALTOR® title or logo. Non-MLS agents must refer to themselves simply as licensed real estate agents.

Must follow Nevada Real Estate Division rules

05

Even without MLS membership, all licensed activity must comply with Nevada law. This includes proper use of broker-approved forms, disclosure of license status in communications, accurate advertising, and never handling client funds personally.



WHICH IS RIGHT FOR YOU?

Feature	MLS Brokerage	Non-MLS Brokerage
Listing Property	Can list properties on MLS, providing wide exposure	Cannot list properties on MLS; focuses on off-market transactions
Market Exposure	Exposure to thousands of agents and potential buyers	Market your services independently, focusing on niche markets
Access to MLS Data/Tools	Access to MLS data, tools like ShowingTime, Supra/eKey	Limited access to MLS tools but access to OUR ADVANCED deal analysis tools
Referral Fees	Limited to referrals within the MLS market	Earn referral fees nationwide across all 50 states



WHICH IS RIGHT FOR YOU?

Feature	MLS Brokerage	Non-MLS Brokerage
Commercial Real Estate	Limited or no access to commercial deals through MLS	Can work on commercial deals through non-MLS platforms
Flexibility in Marketing	Subject to MLS rules and fees for marketing	Flexibility in marketing and branding
Fees	Pay monthly/annual MLS dues, listing fees, additional costs for tools	Low-cost model with optional services available for lead generation and data analysis tools
REALTOR® Branding	Can use REALTOR® logo and branding	Cannot use REALTOR® branding unless MLS member
Leverage of Tools & Training	Access to MLS training, marketing, and data tools	Access to advanced tools and ongoing training



WHY CHOOSE FIRST FULL SERVICE REFERRAL NETWORK

- 01 Flexibility**
Our non-MLS model gives you the freedom to work on your own terms, without being tied down by the constraints of traditional MLS brokerages.
- 02 Reduced Costs & Fees**
Say goodbye to high membership dues and listing fees. Our model is designed to help you maximize your earnings by cutting down on unnecessary overhead costs.
- 03 Diverse Opportunities**
With access to off-market properties, investor deals, wholesaling, and commercial real estate, you can diversify your income streams and find success in multiple sectors of the real estate market.
- 04 Advanced Tools**
Gain access to cutting-edge, powerful deal analysis and lead generation tools. These tools allow you to identify distressed properties, analyze market trends, generate leads, and skip trace them like never before.
- 05 Training & Support**
We offer comprehensive training, including monthly Q&A office hours, deal structuring guidance, and access to referral agreement templates. Our support is designed to help you succeed at every step of your real estate career.



MEET YOUR BROKER



Ruchelle Stuart

Broker/Owner

✉ ruchelle@ffsrealty.com

With over **20 years** of experience, Ruchelle is a seasoned Nevada real estate broker who leads both a traditional MLS brokerage and a flexible non-MLS model designed for today's diverse agents. She understands the full picture — from MLS listings and luxury residential deals to investor-focused strategies and off-market opportunities.

As the founder of First Full Service Realty (MLS brokerage) and First Full Service Referral Network (non-MLS brokerage), Ruchelle is uniquely positioned to support agents whether they're full-time, part-time, focused on referrals, or exploring creative paths in real estate.

Industry Recognition & Credentials:

- Recipient of the Broker/Agent Advisor "Certificate of Excellence"
- Named one of the Top 100 Most Influential Real Estate Agents in Nevada by Real Estate Executive Magazine
- Ranked in the Top 250 Real Estate Agents in Clark County
- Licensed Nevada Broker with expertise in residential, off-market, and investment transactions
- Known for hands-on mentorship and helping agents structure deals the right way — with full compliance and confidence



WHAT YOU CAN DO WITH OUR POWERFUL CUTTING-EDGE TOOL

You have the option to gain access to a professional-grade property intelligence platform — the same type used by top investors across the country. This tool gives you MLS-like data and investment insights in one powerful dashboard.

Here's What You Can Do:

- 💡 Research Any Property Nationwide
- 💡 Get instant ownership info, mortgage history, tax data, comps, and more — for both on-market and off-market properties.
- 💡 Find Motivated Sellers & Distressed Properties
- 💡 Filter for pre-foreclosures, tax liens, vacant properties, absentee owners, high-equity homes, and more — even in non-MLS areas.
- 💡 Run ARV (After-Repair Value) Calculations & Investment Analysis
- 💡 Use built-in comps and calculators to evaluate flip, rental, or wholesale deals.
- 💡 Pull Property Comps Without MLS Access
- 💡 Analyze comparable sales data pulled from county records and other public/private sources — a huge benefit for agents who don't pay MLS dues.



WHAT YOU CAN DO WITH OUR POWERFUL CUTTING-EDGE TOOL

💡 Generate Lead Lists for Marketing

💡 Create hyper-targeted lead lists based on your strategy (e.g., tired landlords, divorce, vacant, high-equity). Export and use for direct mail, cold calling, or social outreach.

💡 Create Custom Reports for Buyers or Investors

💡 Share polished deal packages with property info, comps, and ROI potential — without ever logging into the MLS.

💡 Access Nationwide Property Data, Not Just Local MLS Areas

💡 Look up and evaluate properties across all 50 states — ideal for referral agents or investor-minded professionals working outside their local market.

💡 Stay ahead of shifts in your market or investor zones with local data overlays, heatmaps, and ownership trends.

💡 Track Market Trends & Neighborhood Activity

💡 Generate Marketing Materials & Postcards. Use built-in templates to create postcards, flyers, and letters for farming or lead follow-up.



WHO THIS MODEL IS PERFECT FOR

- 👤 Agents between brokerages or taking a break from MLS fees
 - 👤 Agents who want to build a referral network and passive income
 - 👤 Investors with a real estate license who want to maximize their investment opportunities.
 - 👤 Agents doing commercial or new construction who want more freedom in their deals.
 - 👤 Commercial agents with established networks
 - 👤 Lifestyle-driven, semi-retired, or part-time agents who want to work on their own schedule
 - 👤 Networkers and marketers who know how to connect people
 - 👤 Agents focusing solely on referrals who don't want the obligations of traditional MLS listings.
 - 👤 Wholesalers, off-market specialists or creative dealmakers looking for a brokerage that aligns with their business model.
 - 👤 Agents taking a break from MLS but planning to return later—we make it easy to come and go.
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COMMISSION



COMMISSION STRUCTURE & MEMBERSHIP INFO

100% Commission Plans Offered

Monthly License Hanging Fee: \$100/month

This gives you access to:

- Nevada license held with our non-MLS referral brokerage
- Freedom to do business your way—referrals, wholesaling, creative deals
- Ongoing mentorship, training, and back-office compliance support
- Access to branding tools and the ability to use your own personal brand
- Invitation to exclusive calls, events, and our referral community

No MLS dues. No REALTOR® board fees. No franchise fees.
Just one flat monthly fee to stay licensed and stay in business.

Optional Add-On: Property Intelligence & Marketing Tools – \$30/month

If you're looking to source your own leads and deals, this upgrade includes:

- Investor-grade property search platform
 - Motivated seller data
 - Skip tracing
 - Direct mail, text & ringless voicemail tools
 - Lead tracking & deal management dashboard
 - Templates and campaigns ready to deploy
-



NEVADA REAL ESTATE STATUTES TO KNOW AND REMEMBER

As a licensed Nevada real estate agent, you are responsible for complying with all applicable laws and regulations. Below are a few key areas to review:

01 You Must Have a License to Do Real Estate Work

(NRS 645.330)

You cannot legally advertise, negotiate, or earn commission on any real estate deal unless you have an active Nevada real estate license and are working under a broker.

02 You Must Meet Basic Qualifications to Get a License

(NRS 645.350)

You need to be at least 18 years old, have a high school diploma or equivalent, complete required education, pass the state exam, and be approved by the Division.

03 Your Job Comes With Legal Duties to Clients

(NRS 645.252)

When you represent a client, you must:

- Be honest
- Keep confidential information private
- Disclose important facts
- Follow their instructions (as long as it's legal)
- Protect their interests

04 Some Duties Don't Apply Unless You're Acting as an Agent

(NRS 645.254)

If you're not officially representing someone, you're not bound by those duties—but you must make clear disclosures about your role to avoid confusion.



NEVADA REAL ESTATE STATUTES TO KNOW AND REMEMBER

05 You Cannot Advertise Without Broker Approval

(NRS 645.570)

Any ads (online or offline) must be approved by your broker first. All advertising must clearly identify your broker's name.

06 You Cannot Mislead the Public in Advertising

(NRS 645.315)

You can't use false or misleading info in any ad, or make yourself look like a broker if you're not one. Don't say or imply anything that isn't true.

07 You Must Keep Transaction Records

(NRS 645.310)

You (and your broker) are required to keep records of all real estate transactions, including contracts and disclosures. These must be available for inspection by the Real Estate Division.

08 To Avoid Disciplinary Action, You Must Comply With All Applicable Rules and Avoid Prohibited Conducts

(NRS 645.630 + 645.633)

These are some actions that could get your license suspended or revoked:

- Lying or omitting important facts
 - Handling money improperly
 - Working outside your license
 - Committing fraud or acting carelessly
 - Not cooperating with the Real Estate Division during an investigation
 - Committing a felony or moral misconduct
-



GET STARTED TODAY



Ready to take your real estate career to the next level? Join First Full Service Referral Network and experience a freedom-based model that supports your growth and success.

Thank you!



702-373-9939



www.firsfullservicerealty.com



ruchelle@ffsrealty.com

For more information on how to join, our tools, and training programs, contact us today!
We're excited to help you achieve your goals in the real estate industry.
