

Debunking Co-Brokering Myths: Why a collaboration can benefit your brokerage

MYTH

1 “We don’t need a partnership; we’re already a full-service brokerage.”

2 “We’ll lose control of the client relationship.”

3 “It cuts into our revenue.”

4 “It creates confidentiality risks.”

5 “It’s too complex to manage.”

6 “Our reputation could suffer.”

REALITY

TSIB’s Co-Broker+ program **adds Wrap-Up services** to your portfolio.

You keep the relationship. TSIB simply **supports and expands your brokerage’s capabilities.**

Co-Brokering adds a new **profitable line of business** to your brokerage.

With a TSIB partnership, **data and client information are protected** just as securely as with a single broker.

Co-brokering identifies clear roles. **Structured communication, defined responsibilities, and compliance protocols** make the partnership smooth and efficient.

Choosing TSIB **enhances client service quality, your firm’s reputation, and retention rates.**

More Opportunities. More Profits. More Clients.