

Brokerage Staff Size	# Required	Position in Brokerage:
1 to 4	1 1 each 2	Management, or Outside sales & CSR, or In total from inside sales or CSR.
5 to 10	2 1 each 3 4	Management, or Management and outside sales, or 1 from Management or outside sales, and 2 in total from inside sales or CSR's, or In total from inside sales or CSR.
11 to 25	3 3 4 6	Management, or Management and outside sales in total, or 1 from Management and 3 in total from sales or CSRs, or In total from inside sales or CSR.
25 to 50	4 4 7 10	Management, or Management and outside sales in total, or 2 from Management and 5 in total from sales or CSRs, or In total from insides sales or CSR.
>50 with single office location	5 6 10 12	Management, or Management and outside sales, or 2 from Management and 8 in total from sales or CSRs, or In total from inside sales or CSR
>50 with multiple office locations	Head office to qualify as above PLUS	Manager or CSR from each branch office.