



REFERRAL NETWORK



HOW IT WORKS

Receive referrals from our call center as they become available in your specified area and price point.

COST TO AGENT

35% referral fee at closing*

PROCESS

Leads are available when there are 5+ producing agents** in a specific territory. If you are in a *NEW* area, it's time to grow your circle!

MINIMUM REQUIREMENTS

- Are you a full-time agent?
- Do you agree to attend the weekly national meeting including a meeting about commitments?
- Do you agree to make three commitments and hit 2/3 commitments-they need to be specific, measurable and accruable?
- I agree to close 1 company generated deal per month. If I'm not, I agree to attend the weekly national call meeting and hit 2/3 of my commitments. I understand that if I do not hit 2/3 commitments I will not stay eligible for leads.
- I agree to respond to accepted leads within 5 minutes and follow up at least 11 times with each lead

COMMITMENT EXAMPLES

- I will hold two open houses this weekend and attract five buyers
- I will make 80 calls this week, 80 texts and 80 emails to all my leads and set up 4 appointments
- I will go into the unassigned que and send out 100 text messages and phone calls

Signature

Date

*Referral fees do not go towards your cap.

**Agents are considered producing when they have closed a minimum of 4 homes in the last 12 months.