

Ways to Make **Money** by Referring New Business to Us

| Type of Referral | Who to Contact | What We Offer | Benefit to Referring Agent |
|---|--|---|--|
| Companies needing help managing their employee relocation program | Shelly Bishop sbishop@rainternational.com 248.208.2980 | Relocation America International manages corporate relocation for small and large companies who subsidize or pay for employees to be relocated around the world. Since service is our number 1 priority and we are staffed accordingly, the companies who work with RAI are very happy. We have a competitive fee structure and best in class service for the employer and the transferring employee. | \$250 incentive will be paid to any Realtor that facilitates a meeting for RAI with a decision-maker of a potential client. For up to 3 years, referring agent will have first right to all referrals from referred company that are in that agent's territory. Agent will also receive a 15% bonus of any retained referral fee earned for a home sale or home purchase that was handled by a different agent. |
| Companies interested in providing a free employee benefit | Danielle Dorsch ddorsch@realestateone.com 248.208.2968 | Our Perks program allows employers to offer a real estate rebate program to their employees free of charge. The rebate on a full commission of 3% on their side is 20% which is paid within 10 days after closing. The employees are not limited to the number of rebates they can receive. | For up to 3 years, referring agent will have first right to all referrals from referred company are in that agent's territory and will pay a reduced 22% referral fee. If agent does not wish to accept the referrals, they will be paid \$300/closed transaction the 1 st year, \$200 the 2 nd year, and \$100 the 3 rd year. |
| Property Management | Morgan Detvay mdetvay@rentalmanagementone.com 248.208.3882 http://www.rentalmanagementone.com/client_referrals.html | Owner and Resident Portal, Application Screening, Rent Collection, Maintenance, Lease Execution, Security Deposit Handling, Owner Reporting & Tax Documents, Accounting of Operating Expenses, Property Inspections, City and State Rental Compliance, Legal and Eviction Proceedings | When you refer a property for property management you will be paid a referral fee equal to 1 month's management fee. If you refer the lease in addition to the management, you will also receive your split of 25% of the first month's rent. |
| Investment Properties | Morgan Detvay mdetvay@rentalmanagementone.com 248.208.3882 | We have a small investment company interested in moderately priced properties in SE Michigan. | Referring agent will write PA and receive standard commission, plus \$1000 when we sell the property or \$500 when we lease the property. |
| Non-REO Salespeople interested in putting their license in holding | Deanna Shay dshay@realestateone.com 248.208.4992 | Annual membership for our holding company Real Estate One Associates (REOA) is \$75 which includes con-ed classes at our Academy. On referrals given to REOA, members of REOA receive 70% of the referral commission (which is 25% of the total commission). | For referring a new associate to our holding company who is not already part of the REO Family of Companies, we will pay \$25 to the referring agent once the associate joins REOA. |
| Recruiting new agent to company | Submit a bonus bucks referral form to the corporate office. (Search bonus buck on downloads for form.) | Real Estate One is the largest broker in the state and #1 in most markets we serve. We offer training, technology, a suite of services, and a competitive commission plan. | For a referral of a new sales associate to the Real Estate One Family, who we hire, referring agent will receive \$500 per closing for the first 3 transactions the new sales associates closes. |
| Recruiting new loan officer to company | Submit a bonus bucks referral form to the corporate office. | John Adams Mortgage covers the entire state of Michigan and offers a variety of loan products to fit many needs. | Refer a loan officer candidate that is hired and after 90 days you will receive a bonus of \$2000. Plus, you will receive an additional \$1000 for each of the referred loan officer's first three closings. |

* If the same referral comes from different agents, the first one to register the referral, will be paid on that referral.

* Referral fees are paid once business is secured.