

**Commission Agreement Between Brokers
Starting July 1, 2014**

Client Referrals/Registration

- 50/50* sharing if closed
- Unclosed deals within 1 year will no longer be considered a referral. The exception is if they are still undergoing negotiations, which include:
 - Still looking for the same property specs
 - Still looking for the same property with slight changes
 - Still negotiating on contracts
- Viewing schedule must be set within 3 months from the date of registration to be considered a referral
- Closed deals will be treated as a permanent referral, 50/50* always, and automatic commission even if client contacts me directly
- The full name of the client must be given for proper registration; No name, no registration; Companies may not be registered, but the tenants from the company will be recognized as your client

*In the event there are 3 brokers involved. 40/20/40

Broker Referrals

- 40/20/40 sharing if closed
- Unclosed deals within 1 year will no longer be considered a referral, except if the parties are currently negotiating on the contracts
- Viewing schedule must be set within 3 months from the date of registration to be considered a referral
- Closed deals will be treated as a permanent referral, 40/20/40 always, and automatic commission even if broker contacts me directly

Property Registration

- Registered properties that were requested to be viewed by clients will be owner's broker for 1 year. However another broker may offer the same property should there be no response via sms or email from the owner's broker within 2 months

General Clause

- Above 100m gross sale or 400k per month lease contracts will have non-expiring referral clause

SUBJECT TO CONTRACT WITHOUT PREJUDICE (if necessary)

*The rules above were made to be a guideline for client/broker/property registrations
Good Faith is still the number 1 rule*

All previous referrals prior to July 2014 without written contracts will follow the clauses above. This statement will automatically be removed on July 1, 2015