



Referral Fee Policy

WLN Referral Fee Percentage

- 1) Weichert Lead Network (WLN) charges a 35% referral fee. Please indicate WLN with 35% on the paperwork you submit to your processing manager.
- 2) Effective June 1, 2010 transactions that close with a closing price of \$100,000 and under are subject to a 25% referral fee.

The referral fee is taken off the top of commission. Remaining commission is split 50/50 between agent and office or that percentage at which the agent is paid if less than 50%. Commission will count toward credit for trips and clubs.

Rentals

- 3) WRN has a graduated fee schedule depending on the amount of commission collected on the referred side:
 - a. If commission on the referred side is less than \$300, the flat referral fee will be \$50 to WRN.
 - b. If commission on the referred side is from \$300 to \$400, the flat referral fee will be \$75 to WRN.
 - c. If commission on the referred side is more than \$400, the referral will be 25% to WRN.

If a rental lead is converted to a home sale or home listing, WRN should be credited with a 35% referral. The remaining commission will also be split 50/50 between agent and office.

3 Transaction Limit

- 4) WLN is due referrals on the first 3 transactions with the lead, as long as the transactions occur within 24 months. If a lead results in a purchase(s), listing(s) or rental(s) a referral is due on each, subject to the 3-transaction limit. The referral applies to any of the following:
 - a. You initially received a buyer lead only in your portal but the customer later decides to sell through you.
 - b. You initially received a seller lead only in your portal but the customer later decides to buy through you.
 - c. You initially receive the lead as a rental in your portal but the customer later decides to buy through you.
 - d. You initially receive the lead as a rental in your portal but the customer later decides to sell through you.

24 Month Limit

- 5) Referrals are due as long as they occur within 24 months of the original lead created date. Time is measured from the lead created/sent date to the contract date of a purchase, and from the lead created date to the list date of a listing.
 - a. If a lead results in any listings within 24 months a referral(s) is due.
 - b. If a lead results in any sales within 24 months a referral(s) is also due.
 - c. If a lead results in any rental listings within 24 months a referral(s) is also due.
 - d. If a lead results in any rental sales within 24 months a referral(s) is also due.

Lead Under Different Buyer/Seller Name – Referral Due

- 6) A lead can convert to a transaction under a different buyer/seller name. This happens if someone contacts WLN on behalf of another family member or friend. The lead is the one who contacts WLN but the transaction closes under the name of the lead's relative or friend. A referral is due in this case.

Another scenario is that a WLN customer may not be able to obtain financing. Someone else obtains financing on the customer's behalf and becomes the new buyer on the transaction. A referral is also due in this case.

Leads of Inactive/Terminated Lead Specialists – Referral Due

- 7) If you become an Inactive Lead Specialist (former WLN participant) or a Terminated Lead Specialist (former employee of Weichert, Realtors) and one of your leads converts to the first purchase or listing within 24 months of the original lead created date, a referral will still be due. Leaving WLN or Weichert does not exempt you from the referral fee.

Agent Call Sessions on Inactive Leads

- 8) If a lead is made Inactive and the original agent who received the lead later reactivates it, the 24-month limit will apply starting from the lead created date. If a different agent reactivates another agent's Inactive lead, the 24-month limit will apply starting from the reactivation date.

WLN Reactivation or Lead Maintenance ("reconnection")

- 9) If WLN reactivates an Inactive lead the 24-month limit will apply starting from the reactivation date. If the lead contacts WLN requiring assistance and WLN reconnects the lead with the agent, the 24-month limit will apply starting from the reconnection date even though the lead may have remained "active" in the agent's portal.

Original Agent Converts Reassigned Lead

- 10) The reassignment of a lead to a new agent does not exempt the original agent from a referral fee, even when the lead is removed from the agent's portal. The 24-month limit will apply to the original agent starting from the lead created date.

The current Referral Fee Policy supersedes all previous policies. Weichert Lead Network reserves the right to modify the Referral Fee Policy as necessary, without notice.