



Outgoing referral Process

No Agent Chosen

If you have no agent in mind for your referral we will place the referral on your behalf.

Agent Chosen

If you have already chosen an agent for your referral, we can still help.

Network Broker

At First, we will try and find a Network Broker to place the referral with, placed at a 21% referral fee.

Non-Network Broker

If there is not a network broker in the destination area, we will find an independent to place with, placed at your requested fee %

Our entire goal when managing your outgoing referrals, is to take some of the load off of you.

We aim to assist in the process, not hinder you with extra steps. Our approach to outgoing referrals is focused on benefiting our agents. To model this approach, we do not keep a cent off of your outgoing referrals because we understand their value to you, as well as the return value of the incoming business these referrals create.

Referral Management

We will input your referral into our management software with the information you provide.

Follow Up

We can set up automated messaging to go out to the assigned agent to get updates on your referral

Placement

We will contact the brokerage, finding the right agent if needed, and send a binding contract for them to sign and return.

You will be provided with the agents contact information to follow up with the agent. We can also set up automated update requests.

Payment

At closing the receiving brokerage will cut a referral check at the decided referral fee, depending on the placement method. 21% referral fees are paid at a 100/0 split to the agent, 25% and above are payed at your office split

Documentation

We will request binding referral agreements at the time of assignment, signed by a broker of record, or a relocation director