**Agreement Add-Ons**

Additions to Agreements

A picture containing drawing

Description automatically generated

**Business Mixer Group (if you have one)**

* Business Mixer Group: Should you refer a business to our Business Mixer Group and that business refers a customer back to the Team, that customer will become your client at the normal 25% commission rate. Team Lead has final approval/disapproval of membership in the Business Mixer Group. We encourage all Team agents to use these businesses for referrals as much as possible (Team players benefit us all).

**Transitioning Agent Plan (Transition to an RA over a couple year period)**

Add language at top of Agreement

**Transitioning Agents:**

* Year 1 – 25% fee to team of all their business. 50/50 split on LRC threshold.
* Look closely at marketing costs versus last year’s revenue first.
* 75% to team of only those deals the team works? 50% if both work it (ie – out of town or not working for part of transaction).
* Year 2 – 50% fee to team of all their business. 75% to team of deals the team works. OR, may consider 25% still to team of transactions they work if at least 50% of their transactions are worked by the team at 75% for the team.
* Year 3 – must become a referral agent 100%.
* Look at expenses for new RAs and tell them what the team will absorb.