

## REFERRALLY AGENT AGREEMENT BETWEEN REAL ESTATE SALES PERSON AND MANAGING BROKER

This Referral Agent Agreement (the "Agreement") is made and entered into as of [Date], by and between [Referring Agent's Full Name] (hereinafter referred to as the "Referring Agent") and [Managing Broker's Full Name] (hereinafter referred to as the "Managing Broker").

### 1. REFERRAL AGENT STATUS

#### 1.1 Scope of Activities

The Referring Agent shall operate solely as a referring agent and shall not engage in real estate activities such as representing clients, showing homes, negotiating contracts, making offers, or conducting open houses. The Referring Agent's role shall be limited to referring buyers and sellers across the country to licensed real estate agents or brokers.

#### 1.2 Referral Fee

For each successful referral, the Referring Agent shall be entitled to a referral fee of 80% of the total referral fee, and the Managing Broker shall be entitled to the remaining 20% of the total referral fee. The referral fee shall be calculated as 25% of the gross commission received by the licensed real estate agent or broker who successfully closes the referred transaction.

#### 1.3 Minimum Requirement for Receiving Business

The Managing Broker shall have sole discretion in determining the agents to whom the Referring Agent can refer business. The Referring Agent must receive approval from the Managing Broker for each specific agent before making a referral.

#### 1.4 Reassignment of Leads

If the agent to whom a referral is made refuses the referral fee, the Managing Broker shall have the right to reassign the lead to another qualified agent within the brokerage.

### 2. REFERRAL FEE NEGOTIATION

#### 2.1 Approval Requirement

The Referring Agent shall not negotiate the referral fee below 25% without prior written approval from the Managing Broker. In the event that the referral fee is negotiated below 25% without approval, the Referring Agent shall still be obligated to pay the Managing Broker 20% of the original 25% referral fee.

### 3. TERMINATION

#### 3.1 Termination of Agent-Broker Relationship

Any request to terminate the agent-broker relationship must be made in writing by either party. Upon termination, the Referring Agent's real estate license shall be hung at a location designated by the Managing Broker, as required by law.

### 4. GOVERNING LAW

#### 4.1 Governing Law

This Agreement shall be governed by and construed in accordance with the laws of the State of Georgia.

IN WITNESS WHEREOF, the parties have executed this Referral Agent Agreement as of the date first above written.

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[Referring Agent's Full Name]

Referring Agent

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[Managing Broker's Full Name]

Managing Broker