

# Referral Program



Property Type	Management Fee Type	Term	Referral	Tier Multiplier
Condo	Client	1+ year	\$200.00	10% of Management Fee for first 3 months
	Customer	N/A	N/A	N/A
Detached Residential	Client	1+ year	\$250.00	10% of Management Fee for first 3 months
	Customer	6+ months	\$100.00	10% of Management Fee for first 3 months
Duplex	Client	1+ Year	\$300.00	10% of Management Fee for first 3 months
	Customer	6+ months	\$200.00	10% of Management Fee for first 3 months
Multiplex (3-6 Units)	Client	1+ Year	\$300-600	10% of Management Fee for first 3 months
	Customer	6+ Months	\$250.00	10% of Management Fee for first 3 months
Commercial Freestanding	Client	1+ Year	\$500.00	10% of Management Fee for first 3 months
	Customer	6+ months	\$300.00	10% of Management Fee for first 3 months
Commercial Plaza	Client	1+ Year	The Greater of \$500 or 5% of Management Fee for first 6 Months	10% of Management Fee for first 3 months
	Customer	6+ Months	The Greater of \$350 or 5% of Management Fee for	10% of Management Fee for first 3 months

\*\*Please Contact Directly to Confirm Details\*\*

Definitions	
Management Fee Type	Client: Long term business relationship signed with a recurring term. Customer: Short or fixed term business relationship with a fixed start and end date.
Term	Period of time set forth by the property management agreement.
Tier Multiplier	In addition to the referral for the first property, each additional property enjoys the perks of the referral PLUS the associated tier multiplier for each additional property signed into a formal business relationship - applied to successful referrals within 3 months of each other.

# Calculating Referral Totals: An Example

Ex. Suppose you refer a client with 3 detached residential rental properties. The properties rent out for \$4000, \$4200, \$3800 /month. The landlord signs an agreement of at least a 1 year term with a monthly fee of 8%. The following month you refer another client - a 5 unit multiplex with a 7% management fee and a total rent roll of \$12,500. What does your tier multiplier look like, and how is the total referral calculated?

Detached Residential	Client	1+ year	\$250.00	10% of Management Fee for first 3 months	Multiplex (3-6 Units)	Client	1+ Year	\$300-600	10% of Management Fee for first 3 months
	Customer	6+ months	\$100.00	10% of Management Fee for first 3 months		Customer	6+ Months	\$250.00	10% of Management Fee for first 3 months

Lease Data	Lease Amount	Mngmt Fee	Total
RD 1	\$4,000	8%	\$320.00
RD 2	\$4,200	8%	\$336.00
RD 3	\$3,800	8%	\$304.00
Multiplex	\$12,500	7%	\$875.00

- Management Fee (Total) is calculated as a percentage of monthly lease rate.

Referral Totals	Referral	Tier Multiplier	Total
Property 1	\$250.00	\$0.00	\$250.00
Property 2	\$250.00	\$100.80	\$350.80
Property 3	\$250.00	\$91.20	\$341.20
Property 4	\$500.00	\$262.50	\$762.50
Total	\$1,250.00	\$454.50	\$1,704.50

- No Tier Multiplier on initial referral.
- Tier Multiplier is calculated as 10% of RD and Multiplex Total, for 3 months.
- Referrals are paid out on a monthly basis as collected, starting from the first active month of management.