FLORIDA REALTOR® REFERRAL AGREEMENT

This Referral Agreement ("Agreement") is entered into on ____________________ by and between:
Referring Brokerage Name: ____________________________ **and Receiving Brokerage: Yeor Capital Ventures LLC dba Yeor Realty, Collectively referred to as the "Parties."**

1. REFERRAL: The Referring Brokerage is referring the following client/property to the Receiving Brokerage, Client Name: ________________________________, Property Address (if known): ____

Type of Referral: ☐ Buyer ☐ Seller ☐ Tenant ☐ Landlord / Property Management ☐ Investor Other: ______________________________

2. REFERRAL FEE: If the Receiving Brokerage enters into an agreement with the referred client and receives compensation from a completed transaction, the Receiving Brokerage agrees to pay the Referring Brokerage the applicable referral fee as follows: (a) a flat fee of Four Hundred Dollars ($400.00) for each referred property management client who enters into a Property Management Agreement with the Receiving Brokerage; (b) a flat fee of Fifty Dollars ($50.00) for each referred tenant who successfully executes a lease through the Receiving Brokerage; and (c) thirty percent (30%) of the gross commission actually earned and received by the Receiving Brokerage for each referred buyer or seller who completes a real estate transaction through the Receiving Brokerage. Referral fees shall only be paid to properly licensed real estate brokerages as permitted under Florida law. Payment of any earned referral fee shall be made within five (5) business days after the Receiving Brokerage receives the applicable compensation. No referral fee shall be due unless the Receiving Brokerage receives compensation from the referred transaction.

3. NO GUARANTEE: The Receiving Brokerage does not guarantee that the referred client will complete a transaction or enter into any agreement. Referral fees are only due if compensation is actually received by the Receiving Brokerage.

4. FUTURE SALES & REALTOR® COLLABORATION: The Receiving Brokerage intends to maintain a cooperative relationship with referring REALTORS® and brokerages. If a referred property owner later wishes to buy or sell real estate, the Receiving Brokerage agrees to refer the client back to the Referring Brokerage for sales services whenever reasonably possible. If the client specifically requests Yeor Realty to handle the transaction, or if the Referring Brokerage declines or is unavailable to service the client, Yeor Realty agrees to pay the Referring Brokerage a referral fee equal to thirty-five percent (35%) of the gross commission earned by Yeor Realty from the completed sales transaction, subject to applicable licensing laws and brokerage policies. Referral fees shall only be paid to properly licensed real estate brokerages as permitted by Florida law.

5. COMPLIANCE: Both Parties agree to comply with applicable Florida real estate laws, fair housing laws, and licensing requirements.

6. ENTIRE AGREEMENT: This Agreement contains the entire understanding between the Parties regarding this referral and may only be modified in writing signed by both Parties.
Electronic signatures and copies shall be considered valid.

SIGNATURES
REFERRING BROKERAGE:____________________
Broker Name: ______________________ Signature: __________________________ Date: ______

RECEIVING BROKERAGE: Yeor Capital Ventures LLC dba Yeor Realty
By: Rocio Naranjo, Broker __________ Signature: ___________________________ Date: ______

REALTOR® REFERRAL INFORMATION SHEET

YEOR CAPITAL VENTURES LLC dba YEOR REALTY
REALTOR® Referral & Collaboration Information
Broker: Rocio Naranjo, Florida Licensed Real Estate Broker
Phone: 407-960-8241, Email: Rocio@BuyRentSellOrlando.com

REFERRING AGENT / BROKERAGE INFORMATION
Referring Agent Name:__________________

Brokerage Name: _______________________ **License Number (if applicable):** ______________

Phone Number: _________________________ **Email Address:** ______________________________

Preferred Method of Communication: ☐ Phone ☐ Text ☐ Email

Client Name: __________________ **Phone:** _______________ **Email Address:** ______________

Property Address (if known): ____

Referral Type: ☐ Property Management ☐ Tenant Placement ☐ Rental

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REFERRAL PAYMENT INFORMATION
Property Management Referral Fee: Yeor Realty agrees to pay the Referring Brokerage a **$400 referral fee** for completed property management referrals once:

- A Property Management Agreement has been fully executed, and
- The first month's management fee has been successfully collected by Yeor Realty.

Referral fees shall only be paid to properly licensed real estate brokerages as permitted under Florida law.

Future Sales Referral Collaboration
Yeor Realty values long-term collaboration with fellow REALTORS® and brokerages.
Whenever reasonably possible, clients referred for property management services will be referred back to the original referring REALTOR® for future sales transactions.
If the client specifically requests Yeor Realty to handle the transaction, or if the referring agent is unavailable or declines the opportunity, Yeor Realty agrees to pay the Referring Brokerage a referral fee equal to **thirty-five percent (35%) of the gross commission earned** by Yeor Realty from the completed sales transaction.Nothing herein prevents a client from selecting the real estate professional or brokerage of their choice.

PREFERRED PAYMENT METHOD: ☐ Brokerage Check ☐ Zelle ☐ Wire Transfer (fee)
Payable To:_ REFERRING BROKERAGE_______ **Payment Information:**________________________

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Mailing Address:____

(Wire fees charged by financial institutions may apply and shall be the responsibility of the receiving party unless otherwise agreed in writing.)

Form **W-9**
(Rev. March 2024)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

Go to *www.irs.gov/FormW9* for instructions and the latest information.

Give form to the requester. Do not send to the IRS.

Before you begin. For guidance related to the purpose of Form W-9, see *Purpose of Form*, below.

Print or type. See *Specific Instructions* on page 3.

1 Name of entity/individual. An entry is required. (For a sole proprietor or disregarded entity, enter the owner's name on line 1, and enter the business/disregarded entity's name on line 2.)

2 Business name/disregarded entity name, if different from above.

3a Check the appropriate box for federal tax classification of the entity/individual whose name is entered on line 1. Check only **one** of the following seven boxes.

☐ Individual/sole proprietor ☐ C corporation ☐ S corporation ☐ Partnership ☐ Trust/estate

☐ LLC. Enter the tax classification (C = C corporation, S = S corporation, P = Partnership) . . . . ________

Note: Check the "LLC" box above and, in the entry space, enter the appropriate code (C, S, or P) for the tax classification of the LLC, unless it is a disregarded entity. A disregarded entity should instead check the appropriate box for the tax classification of its owner.

☐ Other (see instructions) ________

3b If on line 3a you checked "Partnership" or "Trust/estate," or checked "LLC" and entered "P" as its tax classification, and you are providing this form to a partnership, trust, or estate in which you have an ownership interest, check this box if you have any foreign partners, owners, or beneficiaries. See instructions . . . . ☐

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any) ________

Exemption from Foreign Account Tax Compliance Act (FATCA) reporting code (if any) ________

(Applies to accounts maintained outside the United States.)

5 Address (number, street, and apt. or suite no.). See instructions.

Requester's name and address (optional)

6 City, state, and ZIP code

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. See also *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number

☐☐☐ – ☐☐ – ☐☐☐☐

or

Employer identification number

☐☐ – ☐☐☐☐☐☐☐

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and, generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here **Signature of U.S. person** **Date**

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to *www.irs.gov/FormW9*.

What's New

Line 3a has been modified to clarify how a disregarded entity completes this line. An LLC that is a disregarded entity should check the appropriate box for the tax classification of its owner. Otherwise, it should check the "LLC" box and enter its appropriate tax classification.

New line 3b has been added to this form. A flow-through entity is required to complete this line to indicate that it has direct or indirect foreign partners, owners, or beneficiaries when it provides the Form W-9 to another flow-through entity in which it has an ownership interest. This change is intended to provide a flow-through entity with information regarding the status of its indirect foreign partners, owners, or beneficiaries, so that it can satisfy any applicable reporting requirements. For example, a partnership that has any indirect foreign partners may be required to complete Schedules K-2 and K-3. See the Partnership Instructions for Schedules K-2 and K-3 (Form 1065).

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS is giving you this form because they