

HOMESOURCE PRO

GET PAID ON YOUR NETWORK? BECOME A REFERRAL AGENT!

REFERRAL AGENTS ARE LICENSED REAL ESTATE AGENTS THAT INTRODUCE BUYERS AND SELLERS TO ANOTHER AGENT AND GET PAID A PORTION OF THE FINAL COMMISSION, JUST FOR THE INTRODUCTION!

REAL ESTATE LEADS ARE VALUABLE TO AGENTS, SO VALUABLE, THAT MANY WILL PAY 20-30% PERCENT OF THE COMMISSION THEY RECEIVE FOR THE LEAD. IN ORDER TO LEGALLY RECEIVE THIS INCOME, THERE ARE CERTAIN REQUIREMENTS, WHICH WE CAN EXPLAIN TO YOU IN MORE DETAIL.

ARE YOU INTERESTED IN STARTING TODAY? GIVE ME A CALL TO DISCUSS!



Joshua Mast, PE, PMP

HOMESOURCE PRO REAL ESTATE
PRINCIPAL BROKER

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WHAT IS A REFERRAL AGENT?

REFERRAL AGENTS ARE LICENSED REAL ESTATE AGENTS THAT DO NOT PRACTICE BROKERAGE SERVICES (REPRESENTING CLIENTS, OPEN HOUSES, SHOWING HOMES, ETC). HOWEVER, THEY ARE LICENSED AGENTS IN THE EYES OF THE REAL ESTATE COMMISSION.

WHY DO I NEED A LICENSE?

MOST, IF NOT ALL STATES, REQUIRE A REAL ESTATE SALESPERSON'S LICENSE IN ORDER TO PERFORM "BROKERAGE SERVICES" FOR COMPENSATION. IF SOMEONE RECEIVES COMPENSATION FOR REFERRING A BUYER OR SELLER, THIS IS CONSIDERED ILLEGAL AND MAY RESULT IN FINES AND IMPRISONMENT.

WHY NOT BECOME AN ACTIVE AGENT?

BECOMING AN ACTIVE AGENT IS AN OPTION IF YOU PLAN ON HELPING OTHERS BUY AND SELL REAL ESTATE; HOWEVER, THE ONGOING COSTS TO BE ABLE TO PRACTICE EFFECTIVELY IS SIGNIFICANTLY MORE, AS IT REQUIRES ASSOCIATION DUES, INSURANCE, MLS ACCESS, SENTRILOCK ACCESS AS SUNK COSTS. THE ONGOING COST OF A REFERRAL AGENT IS THE COST OF THE LICENSE (CURRENTLY \$70 FOR EVERY TWO YEARS) AND CONTINUING EDUCATION (ESTIMATED AT \$250 EVERY TWO YEARS)

HOW DO I BECOME A REFERRAL AGENT?

TO BECOME A REFERRAL AGENT, YOU MUST FIRST GET YOUR REAL ESTATE LICENSE. THERE ARE SEVERAL SCHOOLS FOR IN PERSON LEARNING; HOWEVER, THECESHOP.COM IS A MORE FLEXIBLE OPTION. ALL AGENTS MUST TAKE A PRE-LICENSING COURSE, WHICH IS THEN FOLLOWED BY THE STATE BOARD TEST. ONCE THE TEST IS COMPLETE, A LICENSE IS APPLIED FOR WITH THE REAL ESTATE COMMISSION.

ALL AGENTS ARE REQUIRED TO WORK UNDERNEATH A BROKER, WHICH HOMESOURCE PRO CAN PROVIDE.

CAN I REFER CLIENTS OUTSIDE OF MARYLAND?

YES! IF YOU HAVE A FRIEND THAT IS MOVING AWAY AND KNOW AN AGENT IN THAT AREA, YOU CAN REFER THE FRIEND TO THE AGENT IN A DIFFERENT STATE AND ALSO RECEIVE COMPENSATION.

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HOW MUCH DOES IT COST TO BECOME A REFERRAL AGENT?

WHILE COSTS MAY VARY, BELOW IS A SUMMARY OF ESTIMATED COSTS

THECESHOP.COM PRE-LICENSING COURSE	\$279
LICENSING EXAM	\$ 44
LICENSE APPLICATION	\$ 90
TOTAL	\$413

ONGOING COSTS

LICENSING (EVERY TWO YEARS)	\$ 70
CONTINUING ED (EVERY TWO YEARS)	\$250
BROKERAGE FEE (ANNUAL)	\$100

IS THERE A COST PER TRANSACTION?

IF YOU REFER TO AN AGENT OR BROKER IN HOMESOURCE PRO REAL ESTATE, YOU COLLECT 100% OF THE REFERRAL FEE (HOMESOURCE PRO STANDARDIZES ON 25% OF THE GATHERED COMMISSION TO THE REFERRAL AGENT). FOR REFERRALS TO AGENTS OUTSIDE OF HOMESOURCE PRO REAL ESTATE, WE WILL PAYOUT 85% OF THE TOTAL REFERRAL FEE, WITH 15% GOING TO THE BROKERAGE.

WHEN CAN I START?

START TODAY! CALL ME TO DISCUSS MORE.



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