

***Answers to your questions about membership in
Referral Network, Inc.***

Q. What kind of fees will I earn as a Referral Associate?

A. The referral fee is broken down as follows. A 35% fee is charged to the receiving office off the top of the commission. **20% of the referred side of the commission goes to the Referral Associate.**
For example:

Sales Price	\$400,000
Commission Rate	3%
Commission	\$12,000
20% to Referral Associate	\$2,400

If you are placing a referral for a personal property transaction you will be paid a **25%** referral fee for the transaction.

Q. Does RNI pay a higher referral fees for more closings?

A. Yes we do. If a member refers and closes more than two transactions (other than personal property transactions) in a rolling twelve months, the member will be paid a 25% referral on the third and any subsequent closings instead of the usual 20% referral fee. The referrals must be placed and close in the same rolling twelve month period. Personal transactions do not apply to this benefit as we already pay a 25% referral fee for these referrals.

Q. How much does it cost to join RNI?

A. There is a \$50 initial fee and thereafter a \$50 annual fee to remain active. If you hold a Broker's License there is \$25 initial fee and thereafter a \$25 annual fee to remain active.

Q. Does RNI offer a discount for renewal fees?

A. Yes. If you pay for two years at a time, the fee is only \$85.00 for a 2 year membership for a Realtor and \$40.00 for a Broker. If you pay for three years at a time it would be \$125.00 for a Realtor and \$60.00 for a Broker

Please note: Membership fees may be paid using your credit card or check for convenience and ease in record keeping.

Q. Do I have to utilize my own personal email address?

A. No. As an added feature you now can apply for your own professional RNI email account.

Q. Will I still have MLS access as a RNI member?

A. No. MLS access is not an option for RNI members.

Please retain for your records.

Q. What type of properties can I refer?

- A.** Any type of marketable residential real estate anywhere in the United States, Canada and Puerto Rico. You may also make commercial real estate referrals, the referral fee you receive may vary. We can place International referrals as a courtesy however there is usually no referral fee generated.

Q. Can I request a certain sales associate to receive my referral?

- A. Yes** – The Sales Associate you name will receive the referral provided the Sales Associate agrees to pay a referral fee and can best serve the customer’s real estate needs, or we will choose an agent for you based on several criteria such as experience and market knowledge.

Q. Should I call the sales associate direct with the referral?

- A. No** – It would be best if you place the referral through the Referral Network. This way we can avoid miscommunication which could cause you to receive a reduced referral fee, or possibly, nothing at all!

Q. Are all referrals assigned to Coldwell Banker agents?

- A. Yes and No** – When one of about 2,000 Coldwell Banker offices is present in the market to serve the customer’s needs we will refer to Coldwell Banker. There are several thousand other Network Brokers serving areas where there are no Coldwell Banker offices. Your referral can be serviced in over 10,000 different communities by our Network Brokers.

Q. Are taxes deducted from earnings?

- A. No** – At year-end you will receive a 1099 to report your earnings. As your earnings grow, you may have to pay quarterly estimated taxes. Consult your tax advisor on how to handle quarterly or year-end taxes.

Q. How do I renew my real estate license when it comes due?

- A.** You will receive a notification from the California Department of Real Estate with instructions at the appropriate time. RNI will also send out a reminder 3 months prior to your license expiring.

Q. How do I renew my RNI membership when it comes due?

- A.** You will receive notification from RNI one month prior to your membership renewal date. You have an option to renew your membership by check or MC/Visa. Your membership expires annually from the date you joined RNI.

Q. Do I need to have Errors & Omissions insurance?

- A. No.** As a member of RNI you are not actively practicing Real Estate therefore E&O insurance is not required.

Q. Can I sit at open houses for active Realtors?

A. Yes, you are able to sit at an open house as a “host/hostess” only.

Q. Why wouldn't I just keep my license in a branch office?

A. Our branch offices are for active Sales Associates that carry Error & Omissions Insurance and are a member of their local Board of Realtors. RNI is the perfect alternative for Sales Associates who are not practicing real estate on a day-to-day basis.

Q. Do I have to keep office hours or go to an office?

A. Absolutely not! You will be dealing with your Referral Network Counselor by phone. You determine when you work. It could be while visiting relatives or friends, while on vacation or traveling; wherever you happen to be when someone tells you they would like to purchase or sell real estate or that they know someone with a real estate need. You then request some basic information, and call and register your referral. That's all there is to it. We do all the paper work.

Q. What do I say to a potential buyer or seller?

A. Find out if they have a real estate need. Do they plan to buy or sell real estate? If yes, explain that you are a “Referral Associate” and would like to have a qualified full-time Sales Associate contact them to provide real estate assistance. All you need is the name, address, phone numbers and the best time for them to be contacted and some basic information about their real estate needs.

Remember that if they are planning to sell a home— are they looking to buy a home? If they are planning to buy a home—do they have a home to sell? There are many opportunities to get two referrals from just one contact.

If you have any questions, please feel free to:

Call (800) 292-2656

or

Email RNI@californiamoves.com