



## CO-OP COMMISSION POLICY

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Local NC Realtor participation has been an important part of the outstanding success of the Brunswick Forest sales program. We're looking forward to building on that success by working even closer together in 2020. We pay a full 3% co-op commission to your brokerage for referrals that turn into home sales and 4% for developer home site (lot) sales. Should your home site (lot) contract result in a build contract, additional compensation will be received.\* To be sure everyone has an understanding of our co-op policy, we've outlined it below:

You and your clients are most welcome and will be treated with every courtesy and consideration at Brunswick Forest. Our commission policy is simple. To get started earning your co-op commissions, one of three things must occur:

- 1) You can register your client through the BrunswickForest.com Realtor Section or with a Brunswick Forest Sales Executive;
- 2) You can accompany your client to the Welcome Center at Brunswick Forest on their first visit and register your client at that time;
- 3) Your client can give your name to the Brunswick Forest agent and it will be entered on the Visitor Registration Form that is completed during the client's first visit to Brunswick Forest.

If any of the above requirements are met, the transaction will be recognized as a co-op sale and a commission will be shared. Any Buyer Agency Agreement is between you and your client and will not take precedence over the requirements outlined above.

Jerry Helms  
Director of Sales and Broker-in-Charge

\*A build contract must take place within six months of a home site contract. You will receive 3% of the total home/lot package sale, less the commission you receive(d) on the home site sale.

### 2020 BROKER BONUS PROGRAM

If you make 3 - 5 sales (closed deals) with Brunswick Forest in 2020, you will receive \$2000.

If you make 6 - 9 sales (closed deals) with Brunswick Forest in 2020, you will receive \$3500.

If you make 10+ sales (closed deals) with Brunswick Forest in 2020, you will receive \$5000.

\*You will receive this bonus in February of 2021  
\*Some restrictions apply.