

Oliver Design & Build, LLC dba All Over Solutions

## Realtor Referral Policy

This Realtor Referral Policy is designed to encourage a positive experience for all parties when a Realtor becomes involved in the custom home building process with All Over Solutions (AOS). We welcome Realtors and honor any commission earned according to this policy. This policy explains the requirements and expectations of a cooperative agreement between AOS and the Realtor.

A Realtor is entitled to a referral incentive fee equal to 2% of the initial contract sales price when the Realtor makes the initial contact with AOS that results in a construction contract. The Realtor must also accompany the client to the first meeting with AOS. If the Builder or any AOS representatives have had any meaningful discussions with the prospective client <u>prior</u> to being contacted by the Realtor, including but not limited to: floor plans, pricing, or the building process, either in person, by telephone or email, the Builder reserves the right to pay a reduced Realtor commission or none at all. No referral fee will be paid for referrals for construction drawings / house plans.

## A. Registration Process:

The Realtor must accompany the prospective client to the first meeting with AOS (wherever that takes place) and complete and sign the Realtor Registration Form provided by AOS. The Registration Form will protect the Realtor's referral fee with that prospective buyer only. The Realtor is not required to participate any further in the home building process with that client.

The Realtor Registration will remain in effect 45 days or until completion of a contracted project, whichever is longer.

## B. Sales Process:

Once the Registration Form has been completed and a contract has been signed, it is understood that the Builder and any AOS representatives may contact the Client directly. It will be the Client's responsibility to share any pertinent information with the Realtor.

## C. Payment Process:

Realtor commission will be paid as follows: 25% of the total commission when the framing stage is complete, and the remaining amount after the transaction has closed and funded. Payments will be made directly to the Realtor.

We hope these guidelines will help to foster a positive working relationship between AOS and Realtors based on mutual respect and courtesy. It is our pleasure to work with you.

No discount applied to homebuyers who do not use a Realtor. AOS reserves the right to change or withdraw this offer at any time.

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