

# How the compensation works

## Agent Compensation:

Trio's designated holding company is the buyer on every home financed with Trio and Trio Residential LLC is the representing and referring broker of record. Once Trio has approved the home for financing and the contract is assigned, Trio's transaction team takes over. You receive commissions on each closing less a 25% transaction fee to Trio. Trio Preferred Agents are eligible for referrals from Trio and a \$400 discount to customers referred to Trio. Make sure you use the referral form on [trioresidential.com](http://trioresidential.com) for any of your clients using Trio. See below for more detail.

| Scenario   | Preferred Agent  | Non-Preferred Agent                                      |
|--|--|--|
| Trio refers client to agent<br>Client selects home with agent<br>Client signs Trio lease and home closes | 25% Referral Fee<br>Paid to Trio<br>\$400 Credited to Client | Not Eligible*  |
| Agent refers client to Trio<br>Client selects home with agent<br>Client signs Trio lease and home closes | 25% Referral Fee<br>Paid to Trio<br>\$400 Credited to Client | 25% Referral Fee<br>Paid to Trio<br>\$0 Credit to Client |
| Lessee purchases the home from Trio<br>as a result of Trio's purchase option                             | No Agent Commissions<br>Are Paid                             | No Agent Commissions<br>Are Paid                         |

**Procuring Cause:** Agents and brokers participating with Trio acknowledge and agree that Trio and its eligible property holding companies are the buyers on every transaction and Trio Residential is the referring broker.

## Agent Requirements for Doing Business with Trio:

- 1 - Approach Clients with Enthusiasm and Treat Them with Respect
- 2 - Assist Clients with Home Search and Directly Show Clients Homes
- 3 - Write Purchase Contract with Clients; Include Trio Addendum or Approved Language
- 4 - Provide Executed Contract and CMA to Trio with Selected Home
- 5 - Work with Clients through Home Inspection; Provide Copy to Trio
- 6 - If applicable, review HOA Documentation and Highlight Any Rental Restrictions
- 7 - Complete Purchase Contract Assignment from Clients to Trio
- 8 - Work with Trio and Lender to Coordinate Appraisal plus Any Appraisal Adjustments
- 9 - Conduct Pre-Closing Inspection for Home Inspection Items; Provide Completion Notice to Trio
- 10 - Provide Trio with a Copy of the Commission Disbursement Form Provided to Escrow
- 11 - Collect and Distribute Keys, Garage Remotes and Other Home Specific Items to Clients
- 12 - Complete Client Move-in Walkthrough and Provide Copy to TrioShould

*Should agent not adequately perform any of these requirements then Trio will provide written notice (via email) to agent. Should agent not perform as requested, then the agent is subjected to dismissal from the transaction representing Trio and the transaction is then subject to a 50% referral fee.*

**Agent Personal Transactions:** Agents wishing to use Trio to finance a personal residence must use a Trio Preferred Agent and are ineligible to represent themselves due to the inherent conflicts of interest.

**NOTE:** These guidelines are effective for transactions submitted to Trio on or after December 1, 2017

Property Address: \_\_\_\_\_

Agent Name: \_\_\_\_\_ Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Still have more questions? Visit [trioresidential.com](http://trioresidential.com) and [thinktrio.com](http://thinktrio.com) or email [closings@thinktrio.com](mailto:closings@thinktrio.com)