

How the compensation works

Agent Compensation:

For each Trio closing, one of Trio's designated holding companies is the buyer, and Trio Residential, LLC is the representing and referring broker of record for every Trio transaction. Upon Trio's review of the property and acceptance of the contract, Trio proceeds with financing by having the contract assigned to its named buying entity. Brokers receive negotiated commissions on each closing less a 25% transaction fee paid to Trio. Further, Agents and/or approved Brokerages having been trained in the Trio program and that pass the required test with training will receive the designation of Trio Preferred Agent ("TPA"); this designation will benefit customers with a \$400 credit to their required Trio program fees. TPAs must remain active by closing a contract with Trio at least once every 6 months. All forms and program information for Agents can be found at www.trioresidential.com. The table below provides more detail for Agent compensation scenarios.

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

Procuring Cause: Agents and their Brokers participating with Trio acknowledge and agree that Trio and its designated holding entities are the buyers on every transaction and Trio Residential is the referring broker and Procuring Cause. Agents and their Brokers understand that individual customers are not purchasing homes directly, rather Trio is the buyer through its designated holding entities.

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 Trio's 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 Trio
- 13 - Provide Feedback on Social Media and Picture of Customers and New Home

Should Agent fail to 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% transaction fee.

Agent Personal Transactions: Agents wishing to use Trio to finance a personal residence must use a TPA 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 and thinktrio.com or email closings@thinktrio.com