



Trio Broker Compensation Addendum 2021 How Agent Compensation Works

For every Trio transaction, one of Trio's designated holding companies is the buyer, and Trio Residential, LLC is the representing and referring broker of record. Brokers and their Agents participating with Trio acknowledge and understand that Trio Residential is the referring broker and Procuring Cause. Brokers and their agents further understand that individual customers are not purchasing homes directly, rather Trio is the buyer through one of its procured designated holding companies. Agents affiliated with the Broker that have been trained in the Trio program and that pass the required exam will receive the designation of Trio Preferred Agent ("TPA"), providing the opportunity for reduced referral fees. For representing Trio and its designated holding company on a transaction, Agents/Brokers receive negotiated commissions for the closing less a transaction referral fee paid to Trio Residential as noted below.

SCENARIO	REFERRAL FEE TO TRIO RESIDENTIAL
TPA refers customer, 1 st closing of each new year	20%
TPA refers customer, 2 nd closing of each new year	15%
TPA refers customer, 3 rd + closing of each new year	10%
Trio refers customer to Broker	25%
Non-TPA	25%
Subsequent purchase of home by customer from Trio	No Commissions Paid

In order to retain TPA status, TPAs must agree to follow the requirements for doing business with Trio below and remain active by closing a contract with Trio at least once every 12 months along with completing continuing training as may be required by Trio.

Requirements for Doing Business with Trio:

- 1 - Approach Client with Enthusiasm and Treat Them with Respect
- 2 - Assist Client with Home Search and Directly Show Client Homes
- 3 - Write Purchase Contract with Client; Include Trio Addendum or Approved Language
- 4 - Provide Executed Contract and CMA to Trio with Selected Home
- 5 - Work with Client through Home Inspection; Provide Copy to Trio
- 6 - If applicable, review HOA Documentation and Highlight any Rental Restrictions
- 7 - Complete Purchase Contract Assignment from Client to Trio
- 8 - Work with Trio and Trio's Lender to Coordinate Appraisal plus any Appraisal Adjustments
- 9 - Accompany Home Inspector for Pre-Closing Inspection and Notify Trio it was Completed After
- 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 Client
- 12 - Complete Client Move-in Walkthrough and Provide Copy to Trio

Should Agent fail to perform any of these requirements then Trio will provide written notice (via email) to Agent and Broker. Should Agent continue to not perform as requested, then the Agent is subject to dismissal from the transaction representing Trio. Trio will replace the Agent with another agent of its choosing, and the transaction will then subject to a 50% referral fee to Trio Residential.

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.

This Addendum is to be executed by the Agent for each transaction prior to Trio approving the assignment and proceeding with financing. This Addendum can be found at www.trioresidential.com along with all forms, program and training information.

Agreed to by: _____

Date: _____