

ASK HOW YOU CAN BECOME
A MEMBER OF OUR
REALTOR REWARDS CLUB!



NEALCOMMUNITIES

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CO-BROKE GUIDELINES



NEAL COMMUNITIES

SOUTHWEST FLORIDA'S MOST EXPERIENCED HOME BUILDER FOR OVER 40 YEARS

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BUILDER OF THE YEAR



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THIS PAMPHLET HAS BEEN PREPARED FOR
OUR FRIENDS IN THE REAL ESTATE COMMUNITY
TO USE AS A CO-BROKE GUIDELINE.



COMMISSION

3% payable to your office for a sale provided that you are the Procuring Cause. Commission will be paid on the base home, homesite and homesite premium. For completed inventory, commission will be paid on net contract price, exclusive of merchandising and furniture.

PAYMENT OF COMMISSIONS

Commissions will be paid as follows:

1. In full at lot close (if a lot and home purchase)
or
2. In full after home closing if an end close.

PROSPECT REGISTRATION

The preferred method for registering your prospect is to accompany them to the sales office on their initial visit. If you are unable to do so, you must come into the sales office within (3) days of your prospects visit to complete and sign the prospect's Marketing Survey Card. The card must be completed and signed by both parties within (3) days of each other at the sales office to be accepted. The following information will complete the card:

1. Names of all parties in purchasing group
2. Local address and telephone numbers for the prospective buyers
3. Permanent address and telephone numbers for the prospective buyers
4. Name, address and telephone number of the associate and real estate firm registering the prospect

REGISTRATION PERIOD

Registering a prospect following the procedures outlined assures your Co-Broke status on any contract written within 180 days of registration. The registration will automatically expire at the end of 180 days. However, the registration status may be extended an unlimited amount of times in 180-day increments by contacting the sales office with written notice, including signed authorization by the prospect, prior to the end of the 180-day registration period. Extensions are allowed only if the prospect signs the authorization extension.

SPECIAL PROSPECT REGISTRATION

If you cannot accompany your prospect to our Information Center because of your position as an on-site salesperson, required floor duty or an open house obligation, we will honor your prospect registration as follows:

1. Call and set a specific appointment with our New Home Sales Representative
2. If your prospect will not permit you to make a specific appointment, call and register their name, address, home phone and, local phone, if available, with our Representative

Your registration for that prospect will be valid for 5 days. In the event the prospect should visit with an associate from another real estate company, your registration shall become void automatically.

We prefer that you make a specific appointment with a Neal New Home Sales Representative. This will enable us to do the very best job for you and your clients, while also ensuring your commission for the sale.

PROCURING CAUSE

All Broker/Associate Realtors shall be recognized as having procuring cause status on contracts written on a Neal home unless:

1. The prospect has an existing registration without an agent
2. The prospect makes a subsequent registration and/or signs a contract under another Broker/Associate Realtor, at which time the previous Broker/Associate Realtor will be deemed to have lost control of the prospect and all claims for commission.

AGENCY

It shall be presumed that all Realtors are operating as Transaction Brokers unless a Buyer's Agency Relationship Disclosure is presented to onsite agent at first contact, per CH 475.278 F.S.