



OJIBWAY HOMES. Inc
REALTOR® COMMISSION POLICY

RATE: 3% of purchase price, excluding allowances, customer provided items, and changes made after purchase agreement signed.

MLS: Ojibway lists its speculative models on the greater Lansing Association of REALTOR®s MLS. These homes are for sale through the usual MLS rules.

REGISTERING YOUR
PROSPECT:

1. Fax or mail the registration agreement on the following page with the name of your client and your signature.
2. We will execute the registration agreement.
3. You schedule a meeting with your client, you and our salesperson will provide you with a fully executed copy of the registration agreement.
4. At the initial meeting, our salesperson will provide you with a fully executed copy of the registration agreement.

PAYMENT TERMS: 50% at 21 days after purchase agreement signed.
50% at closing of sale.

COMMISSION EARNED
POLICIES:

1. If your prospect has not already visited our community within the 90 days, you are eligible for payment of the commission.
2. Ojibway registers all prospect visitors on our standard visitor cards. Copies of these cards are kept on site.
3. If you bring a prospective client that has visited the community within 90 days prior to the registration date, you will NOT be eligible to earn a commission from Ojibway on that client. Ojibway will provide evidence to you of that prospective client's visit card, completed and dated by the prospective client.
4. You will earn a commission for the prospective client if that client signs a purchase agreement with Ojibway within 60 days of the date of this agreement.

MEETINGS ATTENDANCE
POLICY:

1. Ojibway's process for a new home is involved: the average is 15 meetings and over 50 hours.
2. OJIBWAY DOES NOT REQUIRE YOUR ATTENDANCE OF SUBSEQUENT MEETINGS AFTER THE INITIAL MEETING.