

Realty Solutions

The Real Estate referral company

Dear Agent,

PUT YOUR REAL ESTATE LICENSE TO WORK FOR YOU!

Are you tired of the current competition as a new Real Estate Agent or just don't have time and resources to pursue your career in Real Estate now or perhaps your Florida Real Estate license is voluntary inactive? **Put your Real Estate License to work for you!** Become a referral agent with Realty Solutions and **make money with a simple phone call!** We are here to help you leverage your License create substantial income!

Our company is designed to help Licensed Real Estate Agents like **you**, by offering an opportunity to become a referral agent with us. Through our program, you will be able to refer friends, family members or just about anyone you meet that is currently in the market to buy or sell a residential, commercial, Farm, business or investment property! You can choose an agent of your choice, or we can assist you in finding a qualified agent. Many of our agents receive **Tens of Thousands of Dollars in annual referral fees**, so **Realty Solutions can be a great source of income for you – you can refer to agents nationwide, so you can earn a referral fee for a transaction that takes place anywhere in the US.**

There are no fees or monthly/annual dues associated with joining Realty Solutions, and no MLS fees or Realtor dues. **You have nothing to lose and everything to gain.** We also have regularly scheduled training classes to **assist you in achieving more referral commissions!**

Realty Solutions is located in Lakewood Ranch, Florida. We have been in business for over 20 years and have paid our agents over 1 Million dollars in Referral fees!

We look forward to assisting you in earning commissions by **sending an email or simply placing a phone call to us!**

Contact us today through the information below and we will assist you in joining what our agents feel is the best referral network in the United States!

Sincerely,



Deborah T. Bacca

Director of Agent Services

(941) 556-5653

Deborah@RealtySolutions.pro



Steven L. DuToit

Operations Manager

Steve@RealtySolutions.pro

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COMMISSION EXAMPLE

1. Referral fee between agent and referral agent: 25% (this percentage is negotiable between agents)
2. Sales price: \$400,000.00
3. Co-broker fee: 3%

*Computation based on 25% Referral Fee

\$400,000.00 Sale X 3% = \$12,000.00 gross commission

\$12,000.00 Commission X 25% (Negotiated Referral Fee – see #1 above) = \$3,000.00

\$3,000.00 X 75% split to Referral Agent = \$2,250.00

\$3,000.00 X 25% split to Realty Solutions = \$750.00

\$2,250.00 - \$50.00 (transaction fee) = **\$2,200.00 Net income to Referral Agent**

COMMISSION EXAMPLE WITH REALTY SOLUTIONS PLACING AND MANAGING YOUR REFERRAL

1. Referral fee paid to referral agent: 20%
2. Sales price: \$400,000.00
3. Co-broker fee: 3%

*Computation based on 20% Referral Fee

\$400,000.00 sale X 3% = \$12,000.00 gross commission

\$12,000.00 gross commission X 20% (referral fee) = \$2,400.00

\$2,400.00 X 75% split to referral agent = \$1,800.00

\$2,400.00 X 25% split to Realty Solutions = \$600.00

\$1,800.00 - \$50.00 (transaction fee) = **\$1,750.00 Net income to Referral Agent**

*Realty Solutions places the referral, completes all referral paperwork, and manages the transaction through closing.

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COMMISSION EXAMPLE

1. Referral fee between agent and referral agent: 25% (this percentage is negotiable between agents)
2. Sales price: \$400,000.00
3. Co-broker fee: 3%

*Computation based on 25% Referral Fee

\$400,000.00 Sale X 3% = \$12,000.00 gross commission

\$12,000.00 Commission X 25% (Negotiated Referral Fee – see #1 above) = \$3,000.00

\$3,000.00 X 75% split to Referral Agent = \$2,250.00

\$3,000.00 X 25% split to Realty Solutions = \$750.00

\$2,250.00 - \$50.00 (transaction fee) = **\$2,200.00 Net income to Referral Agent**

COMMISSION EXAMPLE WITH REALTY SOLUTIONS PLACING AND MANAGING YOUR REFERRAL

1. Referral fee paid to referral agent: 20%
2. Sales price: \$400,000.00
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\$400,000.00 sale X 3% = \$12,000.00 gross commission

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\$2,400.00 X 25% split to Realty Solutions = \$600.00

\$1,800.00 - \$50.00 (transaction fee) = **\$1,750.00 Net income to Referral Agent**

*Realty Solutions places the referral, completes all referral paperwork, and manages the transaction through closing.

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Team Member Information

Name (as it appears on your license): _____

Date of Birth: _____

Address: _____

Mailing Address (if different): _____

Telephone Numbers:

Home: _____ Work: _____

Cellular: _____ Fax: _____

Email: _____

Social Security Number: _____

License Number: _____

License Renewal Date: _____

*** Please attach a copy of your current Real Estate License. Thank you!

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SUBJECT: Sarasota Referral Network, LLC DBA Realty Solutions - Licensed Real Estate Broker (Hereafter called Company)

PURPOSE OF THE COMPANY:

The Company was established and is maintained as a marketing tool for Realtors to establish a network of Inactive Real Estate Agents who choose to not actively engage in listing and selling of Real Estate. Company Licensees are able to refer buyers and sellers to a Licensed Real Estate Agent and receive a referral commission through the Company.

It is intended that the salesperson shall be an independent contractor and not an employee for Federal Tax Purposes or any other purpose, and shall, at all times during the term of this Agreement, perform his duties and responsibilities without any supervision or control by the broker.

COMPANY POLICY:

Associates of the Company are not permitted by the Company to participate in the listing or the sale of property of others. Further, they are not to profess professional knowledge or expertise regarding a Real Estate transaction. The agents may refer prospective Real Estate clients to any Licensed Real Estate Salesperson. Constant changes in the profession and the severity of the courts and State of Florida require that this policy be strictly enforced by the Company.

The amount of the referral commission to the Company is to be established by the involved Agents. The amount of the referral commission that is paid to you by Realty Solutions shall be 75% of the amount received by the Company. In addition, there will be a \$50 transaction fee deducted per transaction for accounting services.

No commission will be paid by the Company to anyone that has not provided the Company with copies of a valid Florida Real Estate License, evidence of successful completion of required education, including renewals and social security number.

Each Agent shall be responsible for forwarding a copy of their new license and a copy of their education certificate within 30 days of the expiration of their license.

I have read, understand and agree to abide by the Policy stated above.

Your Realty Solution's Sponsor is: _____

Signature: _____ Date: _____

Print name: _____

Request for Taxpayer Identification Number and Certification

▶ Go to www.irs.gov/FormW9 for instructions and the latest information.

**Give Form to the
 requester. Do not
 send to the IRS.**

Print or type.
 See Specific Instructions on page 3.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.																				
2 Business name/disregarded entity name, if different from above																				
3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes. <table style="width: 100%; margin-top: 5px;"> <tr> <td><input type="checkbox"/> Individual/sole proprietor or single-member LLC</td> <td><input type="checkbox"/> C Corporation</td> <td><input type="checkbox"/> S Corporation</td> <td><input type="checkbox"/> Partnership</td> <td><input type="checkbox"/> Trust/estate</td> </tr> <tr> <td colspan="5"> <input type="checkbox"/> Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▶ _____ </td> </tr> <tr> <td colspan="5"> Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is not disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner. </td> </tr> <tr> <td colspan="5"> <input type="checkbox"/> Other (see instructions) ▶ _____ </td> </tr> </table>	<input type="checkbox"/> Individual/sole proprietor or single-member LLC	<input type="checkbox"/> C Corporation	<input type="checkbox"/> S Corporation	<input type="checkbox"/> Partnership	<input type="checkbox"/> Trust/estate	<input type="checkbox"/> Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▶ _____					Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is not disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.					<input type="checkbox"/> Other (see instructions) ▶ _____				
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<input type="checkbox"/> Other (see instructions) ▶ _____																				
4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):																				
Exempt payee code (if any) _____																				
Exemption from FATCA reporting code (if any) _____																				
<i>(Applies to accounts maintained outside the U.S.)</i>																				
5 Address (number, street, and apt. or suite no.) See instructions.																				
Requester's name and address (optional)																				
6 City, state, and ZIP code																				
7 List account number(s) here (optional)																				

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number					
<table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 25%; border: 1px solid black; height: 20px;"></td> <td style="width: 5%; border: none; text-align: center;">-</td> <td style="width: 25%; border: 1px solid black; height: 20px;"></td> <td style="width: 5%; border: none; text-align: center;">-</td> <td style="width: 40%; border: 1px solid black; height: 20px;"></td> </tr> </table>		-		-	
	-		-		
OR					
Employer identification number					
<table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 25%; border: 1px solid black; height: 20px;"></td> <td style="width: 5%; border: none; text-align: center;">-</td> <td style="width: 70%; border: 1px solid black; height: 20px;"></td> </tr> </table>		-			
	-				

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here	Signature of U.S. person ▶ _____	Date ▶ _____
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General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to www.irs.gov/FormW9.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)

- Form 1099-DIV (dividends, including those from stocks or mutual funds)
 - Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
 - Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
 - Form 1099-S (proceeds from real estate transactions)
 - Form 1099-K (merchant card and third party network transactions)
 - Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
 - Form 1099-C (canceled debt)
 - Form 1099-A (acquisition or abandonment of secured property)
- Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, later.

State of Florida
Department of Business and Professional Regulation
Florida Real Estate Commission
Change of Status for Sales Associates and Broker Sales Associates
Form # DBPR RE 11

Check the box for the relevant transaction in Section I and complete the applicable additional section(s) only. Leave the sections that are not relevant to your desired transaction blank. If you have any questions or need assistance in completing this form, please contact the Department of Business and Professional Regulation, Customer Contact Center, at **850.487.1395**.

For additional information see Instructions at the end of this form.

Section I – Transaction Types

TRANSACTION TYPES	
<input checked="" type="checkbox"/> Add Employee [3020] <input type="checkbox"/> Terminate Employee [4020]	<input type="checkbox"/> Become Inactive [4020] <input type="checkbox"/> Change Employer [9007]

Section II – Associate Information

ASSOCIATE INFORMATION			
License Number:			
Last/Surname	First	Middle	Suffix
Primary Phone Number	Primary E-Mail Address		

Section III – Broker or Company Information

COMPANY INFORMATION			
Last/Surname (Qualifying broker)	First	Middle	Suffix
	Ford	James	M.
License number of real estate company:		CQ1015194	
Name of real estate company:		Sarasota Referral Network, LLC	
Primary Phone Number	Primary E-Mail Address		
(941) 556-5653	Deborah@RealtySolutions.pro		
Signature of qualifying broker that is adding or terminating employee:			

Section IV – Affirmation By Written Declaration

AFFIRMATION BY WRITTEN DECLARATION	
<p>I certify that I am empowered to execute this application as required by Section 559.79, Florida Statutes. I understand that my signature on this written declaration has the same legal effect as an oath or affirmation. Under penalties of perjury, I declare that I have read the foregoing application and the facts stated in it are true. I understand that falsification of any material information on this application may result in criminal penalty or administrative action, including a fine, suspension or revocation of the license.</p>	
Signature:	Date:
Print Name:	

Realty Solutions Referral Agreement

REFERRAL DATE _____

Referring Brokerage Information

Referring Agent Name _____ Phone Number _____

E-mail address _____

Referring Broker Name JAMES FORD Phone Number (941) 556-5653

Brokerage Name SARASOTA REFERRAL NETWORK, LLC E-mail deborah@realtysolutions.pro

Mailing Address: 8210 Lakewood Ranch Blvd., Sarasota, FL 34202

Receiving Brokerage Information

Receiving Agent Name _____ Phone Number _____

E-mail address _____

Receiving Broker Name _____ Phone Number _____

Brokerage Name _____ E-mail _____

Brokerage Address _____

CHECK ONE: Buyer Seller Client buying and selling

TYPE OF REFERRAL: Residential Commercial Investment Farm

Name 1 _____ Name 2 _____

Home Phone # _____ Cell Phone # _____

Work Phone # _____ Cell Phone # _____

Address: _____

E-mail Address: _____

*This agreement is enforceable for ____ year(s) from referral date.

Receiving brokerage agrees to pay to referring brokerage _____% of the receiving broker's gross commission at closing.

Referring Broker

By: Sarasota Referral Network, LLC

By (signature): 

Print Name: James M. Ford

Date: _____

Receiving Broker

By: _____

By (signature): _____

Print Name: _____

Date: _____

Seller's property information:

Address and details: _____

Buyer's property information

Type of property: _____

Price Range: _____

Details of desired property: _____