



## Incoming Referral Agreement

Our company is a member of Leading Real Estate Companies of the World, commonly known as LeadingRE. We're fortunate to be a part of an organization representing over 550 of the largest independent Real Estate Companies in the world. Membership is by invitation only. The primary purpose of LeadingRE is helping clients in their relocation needs through the finest referral program in the industry.

We have to meet stringent guidelines to receive referrals. Why do we make certain we meet those guidelines: We recently sold a referred client a home in Miami that grossed over \$160,000 in commissions. The referral fee to the referring Broker in Beverly Hills was \$67,000. To insure we continue to be a favored relocation destination for LeadingRE members, we must maintain control of the process from initial inquiry through closing to referral payments.

When you receive a LeadingRE referral you are doing so as an agent of Castelli Real Estate Services. Should you leave Castelli, the referral remains with Castelli Real Estate Services, LLC and any commission, referral fees paid and or earned are retained by Castelli Real Estate Services. You will be paid your portion of the net commission based on your commission plan at time of departure. Neither the commission nor any referral fees paid or earned can be payable to or by any firm other than Castelli Real Estate Services.

In accepting a LeadingRE referral you agree to this policy without reservation.

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Associate \_\_\_\_\_ Date \_\_\_\_\_

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Broker Signature \_\_\_\_\_ Date \_\_\_\_\_

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Name Printed \_\_\_\_\_



**WE'RE LOCAL  
WE'RE GLOBAL**