

## GUARANTEED COMMISSION PROGRAM



**FOR MAKING A  
DIFFERENCE...**

*“When you bring your customer/client to Laurie Homes, we realize that you are loaning us your reputation. All of us at Laurie Homes take that responsibility very seriously and give your clients the red carpet treatment on your behalf.”*

When you have a customer/client that is interested in buying/building a brand new Laurie Home, and you introduce them to us in accordance with the following terms and conditions, your commission will be guaranteed.

All of our representatives are employees of Laurie Homes. Therefore, they are dedicated solely to helping you to present Laurie Homes and do not get involved in resales or other real estate transactions. They focus their entire time and expertise on being fully informed of all aspects of building a brand new Laurie Home and making the home buying experience seamless, easy and fun for you and your client.

Our primary goal is to be open for the convenience of you and your client. Our office is open Monday-Friday 9-5pm or by appointment and/or phone. For contact information: [www.LaurieHomes.com](http://www.LaurieHomes.com)

- Simply accompany your customer/client on their first visit to one of our Open Houses or Office and introduce them to a Laurie

Homes representative and fully complete the Guaranteed Commission Registration Form. For your convenience, this form may be completed online to print and bring with you. [“Guaranteed Commission Registration Form”](#)

-OR

- In the event that you cannot accompany your client on their first visit to one of our Open Houses or Office, and you complete the [“Client Pre-Registration On-Line Introduction”](#) form: a Laurie Homes representative will transfer the information you have provided to the Guaranteed Commission Registration Form, in accordance with the terms and conditions as follows:

## GUARANTEED COMMISSION PROGRAM TERMS & CONDITIONS

Laurie Homes, Inc. agrees to pay to the broker (“Broker”) who has properly registered under these terms and conditions, a real estate brokerage fee in the total amount of 2.50 percent (2.50%) of the contract purchase price (the “Commission”) paid upon closing of title of a sale to the above-referenced (“Client”), provided the Client executes a binding purchase agreement with Laurie Homes within sixty (60) days following the date of this registration (“The Registration Period”), and the terms and conditions of the Guaranteed Commission Program are met by the Broker and its “Agent”.

In conjunction with Laurie Homes mission to establish long-term professional relationships with the Realtors/Brokers & Agents in our market, and to avoid any misunderstanding in order that Laurie Homes can guarantee commissions to REALTORS or Brokers who are the procuring cause of sale, simply fulfill the conditions set forth herein.

1. Should a Client that is properly registered with Laurie Homes, Inc. by a Broker or its Associate return within the Registration Period unaccompanied by the Broker or its Agent and executes a purchase agreement with Laurie Homes, the Broker or Agent will be deemed to be the procuring broker entitled to receive any commission.
2. In the event that more than one Broker or Agent properly registers the same Client with Laurie Homes, the Broker or Agent who actually accompanies the Client when they execute the purchase agreement with Laurie Homes, provided that they are within the registration period will be deemed conclusively to be the procuring Broker entitled to receive any commission due.

3. In the event that a Realtor/Broker or its Agent has not properly registered a Client with Laurie Homes prior to that Client contacting Laurie Homes via email, phone, website or visiting a model or office, that Client shall be considered proprietary to Laurie Homes. It is the responsibility of the Realtor/Broker Agent when working with a Client who may have an interest in Laurie Homes to register that Client online or in person with Laurie Homes as described herein. However, if a Realtor/Broker Agent discovers that a Client they have not properly registered has contacted Laurie Homes, within 3 business days of that Client's contact with Laurie Homes, it is the Real/Broker Agent sole responsibility to notify Laurie Homes, in which case Laurie Homes agrees to meet with Broker or its Agent as soon as possible within those 3 business days, to determine in what manner the broker may be involved in the transaction.
4. In the event that more than one Broker or Agent properly registers the same Client with Laurie Homes, and that Client returns within the registration period unaccompanied by any Broker or Agent, and executes a purchase agreement, the Broker, and Agent with the earliest registration date will be deemed conclusively to be the procuring Broker entitled to receive any commission due.
5. In any of these events, Laurie Homes shall only be obligated to pay one commission on any qualifying sale and shall have no obligation or liability to pay any commission to any other Broker or Agent.
6. The Broker and its Agent acknowledge that in the event the Client does not consummate the purchase with Laurie Homes, for any reason whatsoever, no commission (except any advance commission that may be applicable) is earned or will be paid to Broker or its Agent.
7. Since a contract between a buyer and a home builder contains conditions and stipulations to the benefit of the buyer, for example, warranty, not found in a resale purchase and sales contract, the Laurie Homes, Inc. purchase agreement form shall be used for all sales.
8. In order to provide high-quality homes, great value, customer satisfaction, and to avoid "checkerboard pricing" all sales contracts shall be at full published price, to include any published buyer incentives. In the event that the Broker or Agent feel it necessary to provide offers at less than the Laurie Homes current published price, Laurie Homes may reject the offer for any reason whatsoever; or, request a meeting with the buyer to negotiate.
9. For those clients requiring mortgage financing, and so that we can assure a smooth and timely closing for you and your clients, we have established a relationship with one of the area's leading mortgage companies who is familiar with our products, appraisal processes, title and closing procedures and more. Therefore, that mortgage lender will provide closing cost assistance of 1% to those purchasers who utilize those services. Laurie Homes makes no representations as to closing cost assistance available to buyers using other lenders.
10. When your client has an interest in a completed, or nearly completed Laurie Home, and, in order that the Laurie Homes representatives may assist you and your client to save time, please bring your client to the Laurie Homes sales office for access to all immediate occupancy homes that may be available.

11. The registering Broker or Agent each agree that Laurie Homes and its representatives shall have the right to conduct direct follow-up communications and correspondence with the registered Client.

12. The Broker and its Agent herein warrant and represent that they are presently licensed to operate as a Broker or Sales Associate in the State of Illinois and/or Missouri by the governing regulatory board. Time is of the essence of this Agreement.

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