



TEAM CONNECT

PROGRAM



THE MADRONA GROUP
REAL ESTATE

THE MADRONA GROUP TEAM CONNECT PROGRAM CONTRACT

Purpose

The Team Connect Program is designed to reward current brokers of The Madrona Group for their efforts in recruiting new brokers to join the company. Participating brokers earn 10% of the company dollar generated by the new broker they refer, for as long as both brokers remain with The Madrona Group.

How the Program Works

- **Eligibility:** Current brokers can refer brokers from other brokerages or newly licensed brokers.
- **Referral Process:** The referring broker notifies the recruiting manager and completes an enrollment form.
- **Compensation:** Upon successful affiliation of the new broker, the referring broker earns 10% of the company dollar generated by the referred broker.

Compensation Details

The referring broker receives 10% of the company dollar from the referred broker's transactions. Calculated and paid per closing.

Referral Revenue and Commission Cap

The referral revenue does not count toward the referring broker's annual commission cap.

Referring Teams vs. Individual Agents

These situations are evaluated on a case-by-case basis due to the varying structures and sizes of teams.



TEAM CONNECT

PROGRAM



THE MADRONA GROUP
REAL ESTATE

Team Leader Eligibility

Team Leaders who recruit agents to their teams are not eligible for the program, as they already benefit financially from adding members to their team.

Shared Referrals

If both referring brokers and the Office Leader agree, the award revenue is shared equally between the brokers.

Annual and Lifetime Earnings Limits

There are no limits to the award revenue a broker can receive annually or over time through the program.

Number of Referrals

There is no limit to the number of referrals a broker can make.

Sponsoring Agents from Other Brokerages

Brokers can sponsor agents from any other brokerage, except from another John L. Scott company-owned office or an Affiliate.

Program Duration

The program remains active as long as both brokers maintain active real estate licenses and are affiliated with The Madrona Group Inc.

Compensation for Subsequent Recruits

The original broker is only compensated for agents they personally refer, not for subsequent recruits by those agents.

Referred Broker's Earnings

The award is paid separately and does not reduce the referred broker's earnings.



TEAM CONNECT

PROGRAM



THEMADRONAGROUP
REAL ESTATE

Acquisition of an Entire Brokerage/Company

Situations beyond the program's scope will be evaluated on a case-by-case basis. Notify the Office Leader if you are aware of an acquisition opportunity.

Impact of Referral Fees

Referral fees are deducted from the gross commission before calculating the award amount.

Award Statements

Office Leaders receive award amount summaries, and award checks include transaction details.

Team Continuity After Leader's Departure

If the new agent joins as an individual broker (not part of a team), the referring broker is eligible for compensation. However, if the agent joins the team and benefits financially from it, the program does not apply.

Transition from Team to Individual Status

The Team Leader can submit a new enrollment, and compensation starts from the time the agent becomes an individual broker. The Team Leader must remain affiliated with The Madrona Group Inc.

Re-enrollment of Returning Agents

A different broker can be compensated for re-enrolling a returning agent, provided at least one year has elapsed since the agent initially left The Madrona Group. If less than one year, the agent is not eligible for re-enrollment in the program.



TEAM CONNECT

PROGRAM



THEMADRONAGROUP
REAL ESTATE

Recruited Broker's Information (Broker joining JLS)

1. Full name of the Broker Associate (recruit) you wish to enroll.

2. Phone number of the Broker Associate you wish to enroll.

3. Email address of the Broker Associate you wish to enroll.

4. The brokerage/company with which this Broker Associate is currently affiliated.

If the broker is new to the industry, please enter "New".

5. I confirm this Broker Associate meets the program's eligibility criteria.

YES NO

Recruiting Broker's Information (Broker currently affiliated with TMG)

Brokers Name: _____

Brokers Office: _____

By signing below, I certify that I understand the terms and conditions of the Team Connect Program and agree to abide by them.

Signature: _____ Date: _____