

# INDEPENDENT CONTRACTOR AGREEMENT

Exhibit "A" - Commission Schedule & Fee Agreement



Name of Associate: \_\_\_\_\_ (“Associate”)

## 1. Transaction Definition

Every time a check is written to the Broker and has to be disbursed to a licensee, it is a “Transaction”. This includes but is not limited to multiple payment commissions, retainer fees, lease purchases, flat fee listings, property management fees, referrals, and residential and commercial payment of commissions. Retainer fees on the “Buy” or “Rental” side are only payable at expiration/cancellation of the Brokerage Engagement Agreement or when a deal is terminated or expires unless otherwise expressly provided in writing and agreed to by the client.

## 2. Commission Schedule

Subject to the terms and provisions of Associate's Independent Contract Agreement (“Agreement”) and this Commission Schedule, and except as otherwise provided in the Policies and Procedures Manual, Associate will be paid in accordance with the terms set forth below.

Plan	Starting Commission Split:	Annual Fee/Cap:	Additional Info.
<input type="checkbox"/> Plan A <i>(Park Your License “Holding” or Referral Only)</i>	25% Referral fee No E&O, MLS, or CRM	\$90 Per Year (paid upfront)	You'd basically have an active license and refer all business to the broker in return for a 25% fee.
<input type="checkbox"/> Plan B <i>(Transaction Fee - 90% Commission Plan)</i>	90/10 - 10% to Broker FMLS access	No Cap \$50 Annual Renewal Fee	\$395 per Transaction <b>Monthly Fees:</b> \$25 per month \$35 E&O billed separately

NOTE - If you are not paid at the closing, **Commission Checks received by noon are issued after 2pm the next business day. Brand new agents are encouraged to contact us directly for a tailored plan.**

## 3. Monthly & Annual Fees

- \$50 Onboarding Processing Fee & Annual Broker Renewal Fee (annual broker renewal not applicable to Plan A)
- Pay FMLS .0012 Per Transaction - All successful Residential Sale Closings which are listed in FMLS or are supposed to be listed in FMLS are subject to an FMLS .12% fees which will be taken out of commission checks during disbursement

\* Savvy Estates ATL = Broker

Last Updated: Apr 12, 2024

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## Rental/Lease Transaction Fees

- \$50 Office Transaction Fee
- **FMLS** - Rental Entry Fee(s): **(a)** Up to \$1,499 = \$15; **(b)** \$1,500-\$2,499 = \$25; **(c)** \$2,500-\$4,999 = \$50; **(d)** \$5,000+ = \$100 entry fee

## Commercial Transactions

- Monthly fee based on chosen plan
- 92/8 commission split (Agent retains 92%)
- No cap on commercial transaction
- \$595 transaction fee on commercial transactions

## 4. Other Fees

- **Referral Fees:** Referral fees to other real estate brokerages is negotiable upon Associates and Commission Split applies.
- **Document Retention & Compliance Fees:** Signed paperwork to be uploaded through current Transaction Management or submitted to Broker (if there is no Software) within 72 hours of binding date or Late Paperwork Fine of \$50 will be added to your Associate bill.  
\*\*See Policies & Procedures Manual.\*\*
- **Associate Bill & Late Fees:** Associate invoices are sent by email around the 10th of each month, due on 20th of each month and are late after the 1st. Associate Bill Late Payment Fine - \$50. If an associate has a closing and is late on the invoice or a bill is due – Broker will take Associate fees from commission.
- **Reinstatement Fee:** There will be a \$100 reinstatement fee for any license sent back to the Real Estate Commission. This fee is due prior to us requesting your license to be reactivated. If your license is sent back to the Real Estate Commission, or you become chronically delinquent, your commission plan may be demoted to 70/30 and fees must be paid in advance.

## 5. Personal Sales/Purchases or Associate-Owned Transactions

There are commission split exemptions for Associate-owned OR personal sales or purchases. If you collect \$0.00 in commission on a transaction, your transaction fee to Broker is \$50 plus any applicable commission fees listed above. This applies to an owner-occupant property for yourself or immediate family (spouse, domestic partners with proof, parents, stepparents, parent-in-law, grandparents, grandchildren, siblings, siblings-in-law, aunts, uncles, nieces, nephews, and first cousins.) If the property is not in this category, then the transaction fee is based on your plan.

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## 6. Execution / Modification

This Commission Schedule may be executed electronically. Broker reserves the right to discontinue or modify this Commission Schedule with written notice to Associate. Except as expressly stated herein, the Agreement shall remain in full force and effect in accordance with its terms.

I \_\_\_\_\_ hereby select Plan \_\_\_\_\_ as my Commission Split with Broker.  
*Associate Name (Print)*

\_\_\_\_\_  
Associate Signature

\_\_\_\_\_  
Date