

Outgoing Referrals

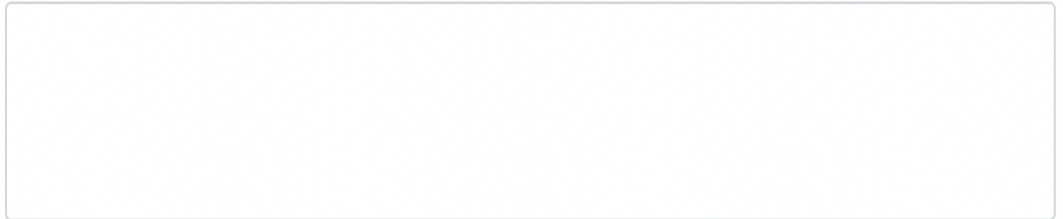
In order to pay a referral fee to a non-PHT agent/broker, eXp will require:

- (1) a referral agreement signed by all agents and all brokers, and
- (2) a W9 from the non-PHT broker

Your TC can help obtain signatures and the W9, if you request them to do so.

Be sure to note the referral on the SISU transaction form in response to this question: `

OTHER THAN STANDARD
REFERRALS PCTG ON TEAM LEADS
IS A REFERRAL FEE OWED TO
ANYONE HOW MUCH TO WHOM



eXp will pay out the referral at the same time eXp disburses commission to the PHT agent.

If anything changes or you have questions, please reach out to your TC or PHT's Operations Manager (Liz).