

[TEAM LOGO HERE]

TEAM AGREEMENT

This Team Agreement ("Agreement") between _____ ("Team Member") and _____ ("Team Lead") is dated and effective _____ ("Start Date"). Team Member and Team Lead may also be referred to herein as "Party" or collectively as "Parties." The agreement shall continue on a year-to-year basis, terminating by written notice by either party, or by _____ ("Brokerage"), whom both Parties are affiliated with.

This Agreement establishes Team Member as a member of a collective group of licensed real estate professionals all affiliated with Brokerage referring to themselves as _____ ("Team").

Affiliation with Brokerage – Both Parties and acknowledge and agree to the following:

- They have entered into an independent contractor agreement with Brokerage;
- They are operating under the policies and procedures set forth by Brokerage Name;
- Brokerage's policies and procedures and independent contractor agreement supersede this Agreement, should there be any conflicts;
- The termination of either of the Parties affiliation with Brokerage, shall also terminate this Agreement; and
- All compensation outlined herein are fully contingent upon, and directly related to, the compensation being paid by a client or customer to Brokerage, and then by Brokerage to the Parties based on the terms herein.

Duties and Responsibilities – Team Member understands and agrees Team Member's Duties and Responsibilities to the Team include, but are not limited to the following:

- Field inquiries directly from provided leads and contacts, and update the Team's CRM;
- Respond to all lead inquiries as soon as possible while at the same time delivering superior customer service;
- Pre-qualify prospective leads for leasing, buying, and selling real estate;
- Notify Team Lead immediately if Team Member cannot field prospect leads and/or respond to prospects and contacts within 30 minutes between the hours of 9am and 9pm;
- Shall include the Team's logos and branding on emails and any written communication;
- Shall obtain Team Leads' approval (Team Lead shall obtain approval from Brokerage) on all marketing materials prior to use; and
- Keep Team Lead apprised of all listing and buyer representation activities on a daily basis, Monday through Friday.

Referral Fees – The following referral fees and terms apply:

- For any transaction(s) Team Member closes as resulting from a lead that Team Lead or procured, Team Member shall pay Team Lead a referral fee equal to _____ % of the gross commission received. All leads Team Member receives, are considered referrals from Team Lead, even if a lead is procured by another member of the Team.
- For any transaction(s) closed by Team Member resulting from a lead that Team Member procured, Team Member shall pay Team Lead a referral fee equal to _____ % of the gross commission received.
- All referral fees are due and payable upon commission being disbursed by Brokerage.

Other Terms and Conditions - _____

So Agreed;

Team Member:

Signature _____

Date _____

Printed Name _____

Brokerage:

Signature _____

Date _____

Printed Name, and Title _____

Team Lead:

Signature _____

Date _____

Printed Name _____

Disclaimer: This document is strictly provided as an example. It is not intended for use by those in possession of it. You should seek legal counsel, or the assistance from the brokerage you're affiliated with, in drafting and utilizing your own team agreement.