

BONUSBUCK\$*

SALES ASSOCIATE REFERRAL RECOGNITION PROGRAM



*FAMILY of
COMPANIES*

REAL ESTATE / MORTGAGE / INSURANCE
TITLE / RELOCATION / RENTAL MGMT

REFERRALS

At the Real Estate One Family of Companies, we encourage you to promote our services to friends and family and help our businesses grow.

Referrals must be registered with and processed through the Bonus Bucks program before the deal closes. Please contact Deanna Shay at 248-208-4992 or dshay@realestateone.com to place your referral.

\$250+ referrals

RELOCATION AMERICA

Relocation America International manages corporate relocation for small and large companies who subsidize or pay for employees to be relocated around the world. A \$250 incentive will be paid to any Realtor that facilitates a meeting for RAI with a decision-maker of a potential client.

For up to 3 years, the referring agent will have first right to all referrals from referred company provided they are in that agent's territory. Agent will also receive a 15% bonus of any retained referral fee earned for a home sale or home purchase that was handled by a different agent.

\$100+

RENTAL MANAGEMENT ONE

For single family management referral, you are paid a bonus equal to one month's management fee upon signing of management agreement. For multi-family of 4+ units, a bonus equal to two month's management fee is paid upon signing of management agreement.

If the lease is referred as well, agent is paid 25% referral fee of first month's rent.

If owner wants to list property to sell, the listing lead is given back to the referring agent, provided it is in that agent's territory.

\$500/\$1000

INVESTMENTS ONE

We invest in properties to rent or sell. If an agent refers a property that we decide to purchase, referring agent will receive \$1000 when we sell the property or \$500 when we lease the property.

\$25

REAL ESTATE ONE ASSOCIATES (REOA)

For referring a new associate to our holding company, who is not already part of the REO Family of Companies, we will pay \$25 to the referring agent once the associate joins REOA.

Referrals or \$\$\$

PERSONAL PERKS

Personal Perks is an innovative employee benefit program for local and national companies. This exclusive program is free of charge and provides cash rebates based on the sale or purchase price of a home. If you refer a business to the Personal Perks Program, their employees are eligible to receive a cash back incentive.

For agents who bring in a new Personal Perks company, you will be considered a requested agent for that company and have the first right of refusal within your area for any of those leads. The agent will be required to pay the Client Services Department a 22% referral fee of their gross commission for that transaction and the agent will be paid at their commission split. The transaction will also count toward their next commission level.

If an agent does not accept the Personal Perks referral as the requested agent, a different agent will be assigned. However, as part of our agreement in bringing in new Personal Perks business, you will receive a payment of \$300 for the first year of the agreement, \$200 in the second year and \$100 in the third year for each closed transaction that you are not assigned to.

* All referral fees are paid once business is secured.

RECRUITING

Recruiting bonuses will be announced at sales meetings and paid on a quarterly basis.

Note that the bonus is paid by the company you are licensed with. Agent is responsible for getting necessary verification of transactions.



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\$5000

LOAN CONSULTANTS

Refer an experienced loan officer candidate to Larry Bsharah (lbsharah@johnadamsmortgage.com) or Dave Ross (dross@johnadamsmortgage.com).

If they are hired as a full time employee, and after they've successfully completed 90 days, you will receive a bonus of \$5000.

\$1000+

REAL ESTATE AGENTS

For new sales associates hired, \$500 to referring agent on each of their first two closings for a total of \$1,000 (excluding leases).**

For experienced sales associates hired, \$1,000 for up to \$1 million in closed sales from the prior 12 months and \$1,000 for each additional \$1 million in sales up to a maximum of \$10,000. Anything over \$10 million in closed sales would be an individual

discussion with the office manager. We will prorate the bonus (ie, \$1.45 million agent will generate \$1,450 bonus).

\$2500

INSURANCE SALES

Referring a successful insurance sales rep earns you \$1000 after the agent becomes licensed and is with the company for 90 days. Then, each time they write ten new policies, you receive another \$500 (to a max of \$1500).

\$1000

EMPLOYEES

Anytime you refer an employee applicant to HR who is subsequently hired as a full time employee, you will receive a \$1000 bonus paid through commissions after the new employee/referral has successfully completed their probationary period.

* All referral fees are paid once business is secured.

** Recruit must be full time or transitioning to full time.

Aug 2026

GET YOUR AFFILIATE AND RECRUITING BONUSBUCK\$

ASSOCIATE REFERRAL CLAIM FORM **Questions? Deanna at dshay@realestateone.com**

Please complete and have your branch manager sign below. Email an image of the form to Deanna at dshay@realestateone.com. All Bonus Bucks requests must be submitted within six months of the date of the closing, policy purchase or renewal, etc.

Your Name _____ Your Office Location _____

Pay Number _____

Introducing _____ ☐ New Candidate ☐ Experienced Agent or Associate ☐ Employee/Other

Current Broker or Employer, if any _____

Recruit's Email _____ Recruit's Phone Number _____

Your Manager's Signature _____ Date _____

Notes _____