



SMART Real Estate

A Referral Only Real Estate Brokerage

DRE# 01469889

You are going to Love being a SMART Agent!

This is how our program works.

- **SMART Real Estate** has a yearly membership fee of \$99.00 billed on your annual anniversary date.
- If you decide to refer business to our sister company, **TheJNLGroup Real Estate**, you will be **REFUNDED** your annual fee at the first successful close of the year.
- When you refer business to **TheJNLGroup Real Estate**, we offer a 30% referral fee for the 1st through 5th successful closed transactions, 35% for the 6th through 10th transactions, and 40% for all referrals after the 10th.
- Referral transactions are subject to an office split of 90% to you and 10% to **SMART Real Estate**.
- If you decide to refer business to a company other than **TheJNLGroup Real Estate**, the referral with another brokerage can not be less than 25% (without prior approval) and is subject to an office split of 75% to you and 25% to **SMART Real Estate**.
- **SMART** puts your license to work rather than leaving it inactive. Remember, we give you a full reimbursement of your annual fee upon your first closed transaction of each year, thus costing you nothing to be a member of our referral team.



Be SMART!
Become a Referral Agent.





Who is eligible to become a SMART agent?

Any California agent licensed through the Department of Real Estate. Of course you are required to be in active status. If you have let your license expire and need help becoming active again, just ask. We can help you.

Is your brokerage legal with the Department of Real Estate?

Yes, both SMART Real Estate and TheJNLGroup Real Estate are registered and licensed through the Department of Real Estate. Our License number is: 01469889

What is the cost to be a SMART agent?

There is an annual membership fee of \$99.00, That is 100% refundable upon your first closing each year.

Why do I have to pay a membership fee?

This is an administrative fee for processing. However, you will receive a full refund of your fee on your first closing each year.

Do I have to pay any other fees?

*NO Absolutely not. You will never pay Association Fees, MLS Fees, E&O Fees, Desk Fees, Office Fees, Etc... **NO FEES EVER!***

Do you have an office?

Yes, TheJNLGroup Real Estate maintains an Full Service Residential Office in Sacramento, CA. As a referral only agent for SMART, an office is not necessary. But, if you are in the area and need the use of the office, you are always welcomed. Or, if you would just like to stop by for a cup of coffee we love to see you.

Are there meetings we are required to attend?

No, as a referral agent you do not have to attend any meetings. TheJNLGroup Realtors does have Sales Meetings on the 2nd and 4th Mondays of the month at 10am. If you like to stay connected and keep a pulse on the business, you are welcome.

Can I List and Sell properties?

As a SMART agent, you can only refer clients to a full service Realtor of your choice. Conducting any other kind of real estate activities is strictly prohibited. If you decide to become a full service Realtor, we would love to have you on the roster of our Low-Cost sister Company TheJNLGroup Real Estate.

Who handles my referrals?

You can chose any Licensed Realtor to work with your referrals. You are not limited to California. You can refer anywhere in the United States and receive a referral. If you happen to be referring in the Sacramento or San Francisco Bay Area, we highly incentivize you to use one of our dedicated realtors with TheJNLGroup Real Estate. If you don't know a good agent, we will be happy to assist you in finding the best agent for your client's needs.

What is my Commission Split?

We think you will find this to be the Best Part! If you refer to TheJNLGroup Real Estate, you will only pay 10% of the Commission to SMART Real Estate. That's 90% to you. If you refer outside TheJNLGroup Real Estate, you will pay 25% of the Commission to SMART Real Estate. That's 75% to you.

When/How do I get paid?

Once SMART Real Estate receives a check from the referral/closing Brokerage, we will issue you a check within 5 business days. Since you are an Independent Contractor, you will receive a 1099 misc to report your earnings at the end of the year.

I have more Questions! Can I get more information?

Of course! We love to answer questions. Give our office a call at **(916) 419-5551** or email us at SmartRealEstateCalifornia@gmail.com or keith@TheJNLGroup.com

Ready to Join?