

AUCTIONS & CO

11852 Kingston Pike, Knoxville, TN 37934
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Licenses: Auctioneer – 7012 Broker - 258879
AuctionSOLD.com

Thank you for trusting us to help your clients sell their real estate.

Auctioneer Brad Parish with Auctions & Co. is excited to partner with you, _____, in selling the real estate of _____ located at _____ through this client referral.

Brad believes strong and open partnerships help ensure a win-win relationship. Together we will strive to jointly represent your client as they become our client in selling their real estate to the highest bidder. The AuctionSold™ method will strive to leverage the best of the free market to draw interested buyers together for the chance to fiercely compete for the opportunity to own this property on the day of the auction.

Let's talk through the details about how we will work together to get the client's real estate sold to the highest bidder and about how we will make this such a successful partnership that you will be proud use the AuctionSold™ method again. Hopefully you will have so much fun that you'll even tell others about this adventure and its success for years to come!

Here's the deal...

- ✓ Brad will pay you five percent (5%) of the successful auction high bid for this property (the "Referral Fee"). This will happen when the client accepts the high bid and enters into a valid purchase agreement and Brad receives fees and/or commission at the closing. Feel free to come to the closing table with us if you want to support your client. Otherwise Brad can simply mail you your referral check to your firm's Broker.
- ✓ You know your client best. You have the relationship, and we simply want to support that relationship and make it stronger by using the AuctionSold™ method only when it makes sense. Therefore, we offer you a Non-Compete Guarantee. We will not solicit any additional real property business from your referred client. We respect the fact that they are ultimately your client. That means any additional real properties that come from this client will be considered a referral from you - forever. If the property doesn't sell at auction, you will be free to relist the property.

Here's how it will work...

- ✓ You will need to provide us with any pertinent information about the property and introduce us to the client. We'll discuss the seller's goals and evaluate the property to ensure it's a good fit for the AuctionSold™ method. If it's a go, then we'll negotiate the terms of the auction and ask the seller to sign the Auction Listing Agreement. Keep in mind, the Auction Listing Agreement will be between Brad and the seller, and it will establish a direct fiduciary relationship for the auction. As such, this new agreement will replace any previous listing agreement that you've had with the seller. Therefore, you will need to make sure that you release those agreements as soon as the Auction Listing Agreement is signed.
- ✓ Next, the real hard work of the auction begins – at no cost to you! Brad and his team will kick into high gear as they start planning the auction, marketing the auction, obtaining a title search and termite letter, setting up public previews of the property, placing signs on property, registering auction prospects, negotiating offers, writing contracts, depositing escrows, and expediting the closing. On auction day, the successful bidder(s) will sign the sales agreement with the seller plus provide the funds for the buyer's premium, etc. Brad will set the closing to finalize the sale. After closing, you (your firm's broker) will get paid.

Just a couple of terms & conditions...

1. The relationship between parties shall always be that of independent contractors. In view of this independent relationship, the Referring Broker shall not enter into any agreements on behalf of Receiving Auctioneer/Broker and shall make no warranty either expressed or implied on behalf of Receiving Auctioneer/Broker.
2. This Agreement begins on the last date signed below and expires at 11:59 p.m. EST on the 90th day thereafter if an auction agreement is not reached between the Receiving Auctioneer/Broker and the Referred Prospect. If an auction agreement is reached, then this Referral Agreement will automatically extend through the term of the executed auction agreement through any closing date(s).
3. Lead generation for this referral agreement resulted directly from the AuctionSOLD™ Referral Program with Auctions & Co.

The parties hereby agree and execute this Auction Referral Agreement on this ____ day of _____, 20____.

Referring Broker/Agent

Printed Name: _____ Signature: _____ Date: _____ Time: _____

Receiving Auctioneer/Broker Representative

Printed Name: _____ Signature: _____ Date: _____ Time: _____

FOR INFORMATION ONLY

SELLER INFORMATION:

Owners Names: _____

Mailing Address: _____

Property Address: _____

Property Legal Description (Tax Map and Parcel): _____

Phone Numbers: _____

Email Addresses: _____

General Description of Property: _____

COMPANY REFERRING THE PROSPECT/SELLER:

Name of Company referring the Prospect/Seller: _____

Company Address: _____

Company Phone Number: _____

Company Real Estate License or Firm #: _____

Company Federal ID # (for tax purposes): _____

Name of Licensee referring the Prospect/Seller: _____

Licensee Phone Number(s): _____

Licensee Email Address: _____

COMPANY AGREEING TO PAY REFERRAL FEE:

Name of Company agreeing to pay referral fee: Auctions & Co.
Company Address: 11852 Kingston Pike, Suite 2, Knoxville, TN 37934
Auctioneer/Broker: Brad Parish
Company Phone Number: 865-500-4400
License #: Auctioneer – 7012 Broker - 258879
Auctioneer Phone Number(s): 865-804-2723
Auctioneer Email Address: brad.parish@auctionsold.com