



"Our 1-on-1 Realtor coaching is included!"

www.brooksanddavis.com

Lead Referral Program

Letter of Commitment

We will offer you access to the following Lead Referral programs:

1. Virtual Desk Time
2. Annual BDREF Real Estate Summit
3. Set Schedule
4. Referral Exchange
5. Realtor.com
6. Opcity
7. Naca.com
8. Chase Agent Connect
9. BDREF Referral Agent Partner Program

In return you MUST commit to the following terms and conditions:

INITIAL REQUIREMENT:

- Be a member of the Developmental (Split Commission) Plan
- Have scheduled 4 weeks of virtual desk time(2hrs or more/week)
- Have scheduled 4 weeks of coaching sessions(1/week)

TO REMAIN IN THE PROGRAM YOU MUST:

- Schedule virtual desk time 2 hours or more per week
- Schedule coaching session 1 per week
- Update lead spreadsheet daily
- Volunteer with at least one Real Estate Summit per year
- Promote and send prospective home buying clients to the Pre-Homebuyer Session at least once per month
- Abide by the follow-up protocol (continued on next page)



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Follow-up Protocol:

Call	Action(s)	# of Touches
1st	On the day you receive the lead call and leave a voicemail, send a text, & send an email	3
2nd - 6th	2 days after 1st call - call everyday for the next 4 days and don't leave a message	5
7th	1 week after 1st call - leave a voicemail, send a text, & send an email	3
8th - 12th	2 days after 7th call - call everyday for the next 4 days and don't leave a message	5
After 12 attempts we stop		

I've read the above and understand what I am receiving and what is being asked of me. All of my questions have been answered and I am ready to move forward with this program being offered by Brooks & Davis Real Estate Firm, LLC

BDREF AGENT

Date

BROKER

Date