



**Preferred Broker Referral Program:**

**At IMI, our approach to making sales is quite simple. We design, implement and manage fully integrated sales and marketing programs that attract some of the most sophisticated and discriminating real estate prospects in the World.**

**IMI encourages broker referral participation and we want to earn your business. We know how valuable your client relationship is and we appreciate your confidence and trust in IMI to share that client with us. As a Referring Broker, we invite you to submit clients for protection in the IMI Prospect Database. No more than 50 clients may be submitted at one time, and complete contact information (prospect name, mailing address, phone and e-mail address) must be included. We prefer your client contact information be submitted via e-mail to reduce the chance of errors in transferring the information to the database.**

**Purchases at any Breckenridge Grand Vacations (BGV) property by clients properly registered by you as Referring Broker and accepted by IMI into the IMI Prospect Database will result in the following commissions paid by BGV based on the terms of its agreement with the Buyer:**

- **10% of sales price, minus sales incentives (if any) for initial purchase**
  - **If deeded inventory –100% of the commission is paid in full within 30 days of contract date.**
  - **If presale inventory – commission is paid 50% within 30 days of contract date + 50% paid within 30 days of deed recording.**
- **3% of all incremental sales volume, minus sales incentives (if any) for any subsequent upgrade or additional purchase of any BGV property in Breckenridge so long as BGV is the Seller.**
- **If in the unusual circumstance your registered client tours BGV property with an existing BGV marketing program incentive, there may be a nominal marketing cost (of no more than \$600) deducted from your commission.**

**Each broker referral client submitted to IMI will first be checked in our IMI Prospect Database. If the lead is new and complete contact information is provided, the client will be entered and protected under your name as the client’s Referring Broker for the duration of IMI’s sales efforts in Breckenridge through 2020, unless the agency relationship is disputed or terminated by your client. If the client is already in the IMI Prospect Database, we cannot accept that name from you, as it is most likely protected under another Referral Broker or has previously been entered due to BGV’s marketing efforts. Once all referred clients are checked against the database, our IMI Sales Executive assigned to you will send a Referral Broker Client Confirmation List detailing the list of your leads submitted for protection in our IMI Prospect Database as part of this program. An IMI/BGV Staff member will also follow-up to discuss your level of participation with each one of your clients as it relates to the sales process in order to maximize the opportunity for a BGV real estate purchase.**

\_\_\_\_\_  
**Referring Broker Signature**

\_\_\_\_\_  
**IMI Managing Broker**

\_\_\_\_\_  
**Please Print Referring Agent Name**

\_\_\_\_\_  
**Date**

\_\_\_\_\_  
**Brokerage Office**

\_\_\_\_\_  
**Date**



**Broker – Client Registration Form**

**Broker Name:** \_\_\_\_\_ **Managing Broker Name:** \_\_\_\_\_

**Office Name:** \_\_\_\_\_ **Branch:** \_\_\_\_\_

**Phone Office:** \_\_\_\_\_ **Cell:** \_\_\_\_\_

**Email:** \_\_\_\_\_

**Office Address:** \_\_\_\_\_

**City/State/Zip:** \_\_\_\_\_

**Broker is Registered in the State of:** \_\_\_\_\_

**Prospect Name:** \_\_\_\_\_ **Spouse Name:** \_\_\_\_\_ **Confirmed**

**Address:** \_\_\_\_\_ **Not Confirmed**

**City/State/Zip:** \_\_\_\_\_

**Email:** \_\_\_\_\_

**Phone Home:** \_\_\_\_\_ **Office:** \_\_\_\_\_ **Cell:** \_\_\_\_\_

**Prospect Name:** \_\_\_\_\_ **Spouse Name:** \_\_\_\_\_ **Confirmed**

**Address:** \_\_\_\_\_ **Not Confirmed**

**City/State/Zip:** \_\_\_\_\_

**Email:** \_\_\_\_\_

**Phone Home:** \_\_\_\_\_ **Office:** \_\_\_\_\_ **Cell:** \_\_\_\_\_

**Prospect Name:** \_\_\_\_\_ **Spouse Name:** \_\_\_\_\_ **Confirmed**

**Address:** \_\_\_\_\_ **Not Confirmed**

**City/State/Zip:** \_\_\_\_\_

**Email:** \_\_\_\_\_

**Phone Home:** \_\_\_\_\_ **Office:** \_\_\_\_\_ **Cell:** \_\_\_\_\_

X \_\_\_\_\_ X \_\_\_\_\_

**Broker**

**IMI Manager**