



CB Schmidt Agents to Schmidt Referral Network

1st Year in Schmidt Referral Network

- \$0 Annual Fee (Waived)
- Will be on the Graduated Referral Scale (See Below)

2nd+ Year CB Schmidt Agents and All Other Agents

Graduated Referral Scale

- \$50 Annual Fee (Due on Anniversary Date)
- 1st Closing = 50/50 Split; 2nd Closing = 60/40 Split; 3rd+ Closing = 70/30 Split
- Having a referral close will waive the following year's dues

Platinum Membership

- \$200 Annual Fee (Due on Anniversary Date)
- Split of 91.5% (essentially 100% minus service/ad fees)
- Only takes one closing of \$30K to make the annual fee back

*** Agents are locked into the program for 1 year, they cannot change until it is time for renewal. ***