

# How the compensation works

## Agent Compensation:

Ultimately Trio's designated holding company is the buyer on every home financed with Trio. Once Trio has approved the home for financing and the contract is assigned, Trio's transaction team takes over. We coordinate each closing with you and your client and rely on you to represent Trio through client move-in. Since closing a transaction with Trio is just enough different, we expect to take time training you on your first transaction. You receive commissions on each closing less a transaction fee to Trio. Where Trio provides you with the referral, we charge a referral fee of 25%. Make sure you use the referral form on [trioresidential.com](http://trioresidential.com) for any of your clients using Trio. This referral form must be submitted within 24 hours of customer application to qualify for the reduced fee. See below for more details.

Scenario	Preferred Agent	Non-Preferred Agent
Trio refers client to agent Client selects home with agent Client signs Trio lease and home closes	25% Referral Fee Paid to Trio \$400 Credited to Client	Not Eligible
Agent refers client to Trio* Client selects home with agent Client signs Trio lease and home closes	\$795 Transaction Fee* Paid to Trio \$400 Credited to Client	\$795 Transaction Fee* Paid to Trio \$0 Credit to Client
Lessee exercises option to purchase at end of Trio Lease	No Agent Commissions Are Paid	No Agent Commissions Are Paid

*\*If a client referral from an agent is not registered with Trio using the referral form on [trioresidential.com](http://trioresidential.com) prior to client registration or within 24 hours of application then a 25% referral fee is paid to Trio.*

**Agent Personal Transactions:** Agents wishing to use Trio to finance a personal residence must use a Trio Preferred Agent and are ineligible to represent themselves due to the inherent conflicts of interest.

## Agent Requirements for Doing Business with Trio:

- 1 - Approach Clients with Enthusiasm and Treat Them with Respect
- 2 - Assist Clients with Home Search and Directly Show Clients Homes
- 3 - Write Purchase Contract with Clients; Include Trio Addendum or Approved Language
- 4 - Provide Executed Contract and CMA to Trio with Selected Home
- 5 - Work with Clients through Home Inspection; Provide Copy to Trio
- 6 - If applicable, review HOA Documentation and Highlight Any Rental Restrictions
- 7 - Upon Trio Approval, Complete Purchase Contract Assignment from Clients to Trio
- 8 - Work with Trio and Lender to Coordinate Appraisal plus Any Appraisal Adjustments
- 9 - Conduct Pre-Closing Inspection for Home Inspection Items (Include escrow hold back, if required)
- 10 - Provide Trio with a Copy of the Commission Disbursement Form Provided to Escrow
- 11 - Collect and Distribute Keys, Garage Remotes and Other Home Specific Items to Clients
- 12 - Upon Trio Approval, Complete Client Move-in Walk-through; Provide Copy to Trio

*Should agent not adequately perform any of these requirements then Trio will provide written notice (via email) to agent. Should agent not perform as requested, then the agent is subjected to dismissal from servicing clients with Trio. In addition, the transaction is subject to a 50% referral fee for non-performance.*

Still have more questions? Visit [trioresidential.com](http://trioresidential.com) and [thinktrio.com](http://thinktrio.com) or email [closings@thinktrio.com](mailto:closings@thinktrio.com)