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## **A QUESTION FOR THE BROKER**

J. Nicholas D'Ambrosia

**Question:** Can I receive my referral payments from someone other than Metro Referral Associates such as the receiving agent?

**Answer:** It is illegal for any licensee to accept money from anyone other than the principle broker for the performance of any act for which a license is required.

The penalty is a \$5000.00 fine and suspension and/or revocation of your license.

## **QUESTIONS FROM METRO REFERRAL ASSOCIATES**

**Question:** I would like to know if there are any agents in the area that I am located who would like to connect and discuss the referral process?

**Answer:** Please let us know if you would be interested in meeting other agents in your area to discuss the various aspects of Metro Referrals and we will get you connected!

**Question:** What referral fee can I request?

**Answer:** The standard fee is 25 - 30%.

**Question:** How do I place a referral?

**Answer:** Complete the Customer/Client Referral Form which can be obtained at [www.Metroreferrals.com](http://www.Metroreferrals.com) or contact the office for a copy of the form. Before sending the completed form to the office make sure that you and the receiving agent have signed, dated and agreed upon a referral fee amount.

**Question:** What if I do not know a receiving agent/broker?

**Answer:** Complete the Customer/Client Referral Form and send it to the office. A receiving agent/broker will be located for your referral.



## CONTINUING EDUCATION CONNECTION



Make sure to complete all of your continuing education classes and pay your renewal fees before your license expiration date to avoid late fees and stress!!

The Long & Foster Institute of Real Estate and the Foster School of Real Estate offers high quality, convenient education courses throughout the year at a wide variety of locations. Our Instructor led live classes can be purchased for the low price of \$5 per credit hour in several states in our footprint. We make sure we hold classes in many locations and provide all the education agents need for their license renewal. We offer online classes as well through our partners the CE shop who provide superb quality classes where agents don't even need to leave the house to fulfill their education needs. Access [www.thefire.com](http://www.thefire.com) for continuing education classes

**Note for Maryland:** The MREC New Agency Class is being offered FREE to all agents for the rest of the year at [www.thefire.com](http://www.thefire.com) This is a mandatory class that anyone who holds a MD license will need to continue doing business as the agency laws have changed this year.

## REMINDERS:



Dues Invoices will come out in January and they will be sent to you by U.S. Mail. If you have a change of address please send an email to [Linda.Palmer@MetroReferrals.com](mailto:Linda.Palmer@MetroReferrals.com) with your address change.

[www.MetroReferrals.com](http://www.MetroReferrals.com) has a training portal to help you with the referral process. Contact the Metro Referral office for the password.

Carry business cards and hand them out especially during this busy time of the year with family gatherings. You never know when an aunt, uncle or cousin will be buying or selling!

## TOP AGENTS FOR THE THIRD QUARTER:

### \$5000.00+

Jessica Napoli  
Phillip Solano  
Glenn Witucki  
Kim Calnan Crismali

### \$3000.00+

Douglas Zinn  
Maxine Wilkinson  
Joseph Wantz Jr.  
Lisa Siegel  
Patsy Saisuwan  
Michele Palmieri  
Jena Large  
Holly Langston  
Rachel Jacobsen  
Silvia Ho  
Carol Harriston  
Daniel Gordea  
Susan Chambers

