



Real Estate Agent Compensation Policy

Thank you for bringing your client(s) to The Jones Company of TN, LLC. By accompanying your client(s) and registering them when you show our models, you will establish a **Buyer's Broker Agency**. If your client(s) purchase any series Jones Company Home in the neighborhood in which they are registered, you will be protected and receive a commission.

In order to avoid any misunderstandings involving agency, we will honor your agency from the date of registration for 60 days with the following stipulations:

1. The Jones Company of TN, LLC has a single price policy: The price for a specific home is the same regardless of whether it is sold directly by our Sales Associate or in conjunction with a co-brokerage agent.
2. **The Realtor must be registered with the client(s) on the client's first visit to the sales information center in order to establish Procuring Cause.** An agent can **pre-register** a client via a phone call or email **PRIOR** to the prospects initial visit and registration to the community if they are unavailable to accompany the client to the community on their initial visit. For our records, the client must fill out a Guest Registration Card and fill out the Agent section. "Procuring Cause," as is generally understood, is the party who initiates an unbroken chain of events that result in a contract and sale between the Buyer and Seller.
3. **Agency cannot be honored if the clients have visited the model homes themselves and have been working with a Jones Company of TN, LLC representative** or have already been registered in the neighborhood by another Realtor. The Jones Company of TN, LLC will not pay an agent who has not previously been established as the procuring cause.
4. The Jones Company of TN, LLC Sales Manager/Associate is required and trained to:
 - a) Show the client(s) the product, answer all questions and communicate directly with the client as necessary.
 - b) Write the contract on The Jones Company of TN, LLC' forms and discuss and facilitate programs and commitments. They are required to do so on every transaction regardless if the transaction involves a co-brokerage agent.