



Broker Q & A

The most powerful solution for recruiting new agents and keeping the good ones is offering a consistent, controllable income stream. Give your agents the financial control that comes with using eCommission® with no risk or broker liability!

What is eCommission?

eCommission is a service that provides advance payment of real estate commissions up to 120 days ahead of the scheduled closing date. Advances are also available on active listings and pending short sales. We are the nation's leading provider of this service, supporting the cash flow needs of REALTORS® since 1999. You can learn more information by visiting our website: <http://www.eCommission.com>

Who uses eCommission?

Almost every agent, whether new to the industry or a top producer, encounters cash flow difficulties from time to time. As market conditions make it difficult for people to access credit, eCommission is a cost effective alternative to traditional lenders, providing advances of up to 90% of an agent's net earned commission, to a maximum of \$10,000.00 per transaction.

Why do I have to complete an Information Sheet?

All commissions legally belong to the Broker. Therefore, no agent can receive an advance without your consent. We require Brokers to complete this Information Sheet so that we have a copy of your signature on file (and those who you designate as signing authorities for your Company). We will match up these signatures with each advance request an agent makes. You also get to decide how you would like advances payable, either to your Company or directly to your agents.

What is the liability for my Company?

If for any reason we advance a commission to an agent on a sale that falls through, it is 100% the agent's responsibility to either repay the advance or replace it using future earned commissions. **With eCommission, Brokers bear no financial liability.**

Why is it good for my office?

Better control of cash-flow allows agents to manage their personal and professional lives more efficiently. Agents typically use eCommission 2 to 3 times per year, whenever unexpected expenses may arise. Taken responsibly, eCommission can lead to increased productivity because agents worry less about their finances and concentrate more on selling properties.

**Simply return the completed Information Sheet by fax to 877-882-6960
or email to agent@eCommission.com**

If you have any questions, please call us at 877-882-4368.

eCommission Broker Information Sheet

TO BE COMPLETED BY BROKER:

Please review the following information and update as necessary. Thank you!

Company Name: _____

Of Office Locations: _____ # Of Sales Associates: _____

Address: _____
Street City State Zip Code

Telephone Number: _____ Fax Number: _____

Broker Name: _____

Broker's Email Address: _____

Admin Name: _____

Admin's Email Address: _____

Authorized Signatures

All commissions legally belong to your Company. Therefore, either the Broker, or a person designated by the Broker, will be asked to authorize each request made by an agent. Please provide us with signature samples: (It is best to have two signing authorities, in case one person is away when an advance is requested).

Print Name: _____ Title: _____

Signature: _____

Print Name: _____ Title: _____

Signature: _____

Payment Method

There are two ways to receive eCommission payments.

- Pay eCommission directly to Sales Associate
- Pay eCommission directly to Broker

Repayment Method

eCommission is repaid at closing through a redirection of funds by the closing attorney/escrow company