

WELCOME REAL ESTATE BROKERS!

At Lennar, establishing and nurturing relationships with Real Estate Brokers is of great importance to us. We value each and every opportunity we are given to work with true professionals that place their clients' needs above all else. For that reason, we at Lennar Seattle have instituted the following Registration Policy to ensure your commissions are protected and expectations are clear, provided you are the procuring cause. There are two ways to register your client with Lennar Seattle:

REGISTRATION OPTION #1: REGISTER YOUR CLIENT AHEAD OF TIME

You may register your customer online at **LennarAgentVIP.com/SEA** with their complete information. As long as the customer is new to Lennar and has not visited one of our communities previously or registered through our VIP program, then you will be entitled to the current selling office commission.

REGISTRATION OPTION #2 ACCOMPANY YOUR BUYER

When you personally accompany a new customer to one of our communities on their first visit and register them, you will have the assurance the published selling office commission will be paid at closing, unless buyer is registered in Lennar's VIP Program without a Real Estate Broker.

All registrations are good for all Seattle area Lennar communities. In the event you write a transaction with a customer and you have not met one of the two requirements above, you will not be entitled to a selling office commission.

The registration is effective for a period of ninety (90) days from the date of registration from the Cooperating Broker's date of registration, provided the Cooperating Broker does so on or before the customer's first visit. Cooperating Broker may extend the registration period for an additional ninety (90) days by sending a written request (phone requests for an extension will not be accepted) at [LennarAgentVIP.com/SEA](mailto:LennarSeattle@Lennar.com) or via email at LennarSeattle@Lennar.com before the expiration of the initial registration period.

If customer registers with Lennar without a Cooperating Broker or the customer will not validate a Cooperating Broker's attempt to register, the Cooperating Broker will be deemed not to be the procuring cause of the customer's visit.

A buyer's previous registration in Lennar's VIP Program shall supersede the registration described above in Registration Option's #1 and #2. If no Real Estate Broker is identified on the buyer's VIP Certificate, then you have not met our registration policy and will not be entitled to a selling office commission.