

## PROPERTY MANAGEMENT AGENT REFERRAL PROGRAM

Although market conditions may be out of your control, your clients still look to **YOU** as the expert in real estate.

Deca can help you preserve the client relationship you have worked hard to build. Our Realtor Referral Program will ensure you don't lose the opportunity to sell your client's property when the time is right. It could also put your real estate investing clients in an appropriate position to buy another property now!

When you suggest **RENTING** as an interim approach to preserving equity, not only will you preserve the client relationship, but you'll also preserve tomorrow's real estate transaction



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### HERE'S HOW OUR REFERRAL PROGRAM WORKS:

- Agent recommends renting out property as part of sales strategy
- Agent provides client's name and contact information to Deca Realty
- Deca Realty presents rental management services to your client
- Agent's name is recorded as the referring Agent
- Agent is paid a referral fee at the time of tenant move-in of \$250 per unit (\$1000 maximum)

## FREQUENTLY ASKED QUESTIONS:

### WHAT'S THE BENEFIT OF REFERRING MY CLIENTS?

- Referring your client to us will allow them to move-on with their plans today, which could potentially mean an additional sales transaction for you.

### CAN I ALSO REFER MY CLIENTS WHO INVEST IN REAL ESTATE?

- Yes! In fact, offering your investor client a property management solution will most likely encourage them to buy more properties.

### WHAT IS MY LEVEL OF INVOLVEMENT ONCE I REFER MY CLIENT TO DECA REALTY?

- Once you have had the conversation with your client that renting is a viable option, you simply contact our representative and make the introduction. We'll be glad to present our services to your client, and you are welcome to be there as well. Once your client agrees that our services are the best option for them, we'll do the rest!

### CAN I REFER LARGER UNITS?

- Of course, we manage all types of units. Go ahead and refer that 30-unit apartment complex.