

# Broker Compensation Policy

## **NEW MEMBERSHIPS COMMITMENT TERM**

- 10% or 5% - the greater of 10% of the first 12 month of membership fees or 5% of the total contract value for membership fees
  - Paid within 30 days of signing and receipt of any initial payments that are due

## **RENEWALS**

- 5% of the additional membership fees for the renewal Commitment Term
  - Paid within 30 days of signing and receipt of any initial payments that are due

## **EXPANSIONS**

- 5% of the additional membership fees for the Commitment Term for expansions at an existing location
  - Paid within 30 days of signing and receipt of any initial payments that are due
- Expansion to new buildings
  - Paid as new deal

## **TERM & CONDITIONS**

1. *Commitment Term is defined as the number of months a new member commits to without an early termination option. Commissions for months after early termination option date(s) will be paid within 30 days.*
2. *An agreement must be signed within 6 months of broker introduction of client.*
3. *All commissions calculated based upon memberships fees attributed to space rental only, recurring fees and free rent are excluded.*
4. Member/Client must recognize Broker as its sole representative at the time of new agreement, renewal, or expansion.