



BROKER REFERRAL PROGRAM SIGNATURE HOMES OR MODEL HOMES

Toscana Country Club welcomes the opportunity to work with Brokers and/or Sales Agents and their Clients who are new to the community. The Broker Referral Program is in place to reward Brokers and/or Sales Agents that introduce new clients to the community who previously have not found Toscana through our marketing efforts.

The terms and conditions of the Toscana Country Club (TCC) Broker Referral Program are as follows:

To be eligible for the Broker Referral Program – The Broker and/or Sales Agent must:

1. Be a licensed California broker or salesperson.
2. Introduce their Client to TCC.
3. Complete a Broker Referral Client Registry at the time of the Client's initial visit to the Toscana Sales Center or complete the online registry form prior to the Client visiting Toscana.
4. Accompany the Client on his/her initial visit to the Toscana Sales Center. If that is not possible, please contact a Sales Executive prior to the Client's first visit.

The Client is considered to have been previously introduced to TCC and therefore a TCC Client if the Client has done any of the following:

1. Completed a TCC website interest form.
2. Visited the TCC Sales Office/Show Homes (without a Broker and/or Sales Agent).
3. Completed a TCC interest registry card.
4. Attended a TCC marketing event.
5. Joined the TCC Club as an Invitational (non-resident) Member.

Current residents of Toscana have already been introduced to the community and therefore are not eligible clients for the Broker Referral Program if they buy another Signature or Model Home at TCC.

TCC will check its current TCC client list and the Broker Referral Client Registry to determine whether the Client is already registered. If the Client is not a current TCC Client or is not currently registered, the Broker Referral registration will be authorized and the referring Broker or Sales Agent will be eligible for co-broker commission under the terms of this program. A TCC Sales Executive will be assigned to assist with the Client. The registration will be valid for six months from the date of registration.

A Broker and/ or Sales Agent purchasing a home for his or her personal use is not eligible for a commission and none will be paid or offset against the purchase price.



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Toscana Signature Homes or Model Homes

The commission paid to the referring Broker is 2.5 % of the purchase price, less the amount of any purchase incentives offered by TCC to the buyer. The commission is payable at the close of escrow.

General

1. The purchaser of a Signature Home or Model Home must also purchase a Golf Membership or Sports Membership. Membership is subject to approval of the Membership Committee. No commission is payable on the initiation fee paid for a membership.
2. For a Signature Home, TCC will specify and provide the Purchase Agreement and any other documents related to the sale.
3. TCC is responsible for all client contact with reference to TCC property throughout the term of the sale and escrow closing.
4. No representations made by the cooperating Broker or Sales Agent are binding on TCC.
5. Brokers must call ahead to make an appointment to tour the TCC Club Facilities and must be accompanied on such tour by a TCC representative.
6. Prices and terms are subject to change without notice.