Preferred Broker Referral Program

At IMI, our approach to making sales is quite simple. We design, implement and manage fully-integrated sales and marketing programs that attract some of the most sophisticated and discriminating real estate prospects in the country.

IMI encourages broker referral participation and we want to earn your business. As a Referring Broker, we invite you to submit clients for protection in the Finale prospect database. No more than 50 clients may be submitted at one time, and complete contact information (name, mailing address, phone and an e-mail address) must be included. We prefer your client contact information be submitted via e-mail to reduce the chance of errors in transferring the information to the database.

Each broker referral client submitted to us will first be checked in our prospect database. If the lead is new and complete contact information is provided, the client will be entered and protected under your name as the client's preferred broker for the duration of IMI's sales efforts at Finale, unless the agency relationship is disputed or terminated by your client. If the client is already in the Finale database, we cannot accept that name from you, as it is most likely protected under another Referral Broker or has been entered due to Finale marketing efforts. Once all referred clients are checked against our database, your Sales Executive will send a Referral Broker Client Confirmation List detailing the list of your protected leads submitted for protection in our prospect database as part of this program. Your Sales Executive will also follow-up to discuss your level of participation with each one of your clients in the sales process to maximize the opportunity for a real estate purchase.

Purchases at Finale by clients properly registered under the agent will result in a 3% commission.

_____   _____
Referring Agent Signature   IMI VP of Sales

_____   _____
Please print Referring Agent Names

_____   _____
Brokerage Office   Date

Broker – Client Registration Form

(Again, the below is an example and you can submit in an Excel spreadsheet or however electronically it's easiest for you.)

Prospect Name: _____Spouse Name: _____

Address: _____

City/State/Zip: _____

Email: _____

Cell: _____

Prospect Name: _____Spouse Name: _____

Address: _____

City/State/Zip: _____

Email: _____

Cell: _____

Prospect Name: _____Spouse Name: _____

Address: _____

City/State/Zip: _____

Email: _____

Cell: _____

Prospect Name: _____Spouse Name: _____

Address: _____

City/State/Zip: _____

Email: _____

Cell: _____

Prospect Name: _____Spouse Name: _____

Address: _____

City/State/Zip: _____

Email: _____

Cell: _____