

## **AARE Generous Giving Client Referral Program | Giving Back to the Community**

AARE is a real estate company that has a heart to give. To that end, AARE has developed a client referral program to encourage generosity. Clients, agents, homeowners, donors, non-profits, churches and businesses can all enter into an agreement and participate in the program.

### **HOW IT WORKS - 3 EASY STEPS**

1. An approved Nonprofit charitable organization enters into an agreement with AARE and its charitable Foundation (Eye of A Needle) to participate in the client referral program.
2. Any new client that is potentially interested in purchasing, selling, leasing and investing in real estate calls 619-GIVE-777 or contacts David Malme via e-mail at [david@eoan.org](mailto:david@eoan.org).  
An AARE Agent represents the new client or person referred in a real estate transaction and the company earns a commission, (traditionally 2.5% - 3% of the purchase or selling price). This commission is split between the company and the agent that represented the client AARE's charitable foundation, Eye of a Needle, will make a donation from the company's portion of the commission split to your charity in the amount based on the chart below.

### **AARE's GENEROUS GIVING DONATION CHART:**

<b>LEVEL</b>	<b>PRICE</b>	<b>% DONATED</b>	<b>DONATION FROM TOTAL COMMISSION</b>
<b>7</b>	<b>\$10M - \$100,000,000</b>	<b>40%</b>	<b>\$100,000 - \$1,000,000</b>
<b>6</b>	<b>\$5M - \$10,000,000</b>	<b>35%</b>	<b>\$50,000 - \$100,000</b>
<b>5</b>	<b>\$1M - \$5,000,000</b>	<b>30%</b>	<b>\$7,500 - \$50,000</b>
<b>4</b>	<b>\$750K - \$999,999</b>	<b>25%</b>	<b>\$4,500 - \$6,000</b>
<b>3</b>	<b>\$400K - \$749,999</b>	<b>20%</b>	<b>\$2,000 - \$4,000</b>
<b>2</b>	<b>\$250K - \$399,999</b>	<b>15%</b>	<b>\$1,000 - \$1,500</b>
<b>1</b>	<b>\$0 - \$249,999</b>	<b>10%</b>	<b>\$250 - \$1,000</b>

This donation program is in addition to the 18% in charitable contributions the company currently donates from its gross profits through the Eye Of A Needle Foundation (EOAN). AARE's goal is to be donate 20% of its gross profits away by 2020. After factoring the commission paid to its agents (50-60% of the commission) and the charitable contributions, **the actual percentage of the company profits given to charity from this program is between 50%-80%.**

### **CA Legal Disclaimer:**

*Business and Professions Code Section 10137 makes it unlawful for a real estate broker to employ or compensate, directly or indirectly, any unlicensed person for performing licensed acts. This program in no way compensates any person, directly or indirectly, for referrals. Any referral made to AARE must be voluntary without any form of compensation, tax benefit or any other type of benefit to the referring party. This document was updated as of April 2017 and is subject to change at any time without notice at the Company's sole discretion. AARE gives its commissions away to charity and nonprofits to set an example to the community at large to share blessings with others and give generously.*