

Frequently Asked Questions

Meridian Capital Real Estate Services is growing daily! With buyers going to the internet for most of their real estate information, the way traditional companies do business is changing. We offer an opportunity for hard working agents to earn more and grow their business. We are a full service real estate brokerage, not a discount brokerage. We do not advertise to the public as a 100% commission brokerage and want our agents to maintain their professional image with the Meridian Capital name behind them. A strong and trusted brand is important. Equally as important is a creative, fresh, and innovative brand, which Meridian Capital Real Estate provides and will continue to provide in the future.

On Our Per Transaction Program:

There are no monthly fees, Period. No hidden office or franchise fees. In our current economy, agents are hesitant to add unnecessary cost to their overhead; we have the solution by only charging a fee when you actually earn a commission. If you never sell a home, there is no cost. Our transaction fee structure is \$500 per transaction or 10%...Whichever is lower. Plus the \$99 E&O insurance fee, it's that simple.

Are there any fee's beside the \$500 per transaction and \$99 E&O Insurance? No. You can manage your business knowing exactly how much it will cost you month to month and can calculate your net commission easily. On a \$13,750 commission, Meridian Capital ONLY charges \$599 per transaction (this includes E&O insurance) so your net commission would be $\$13,750 - \$599 = \$13,151.00$

What if my commission is lower than \$5,000? Would I get charged the \$500 transaction fee? If your commission is less than \$5000 then your transaction fee would be adjusted to only 10% of the commission. It is \$500 per transaction, or 10%, whichever is less! But never more than \$500 per transaction. The \$99 charge for E&O insurance does not adjust as we need to pay for your coverage.

On Our Monthly Plan Option:

Instead of the broker fee as stated above, we also offer a monthly fee option of \$199 per month...the only other charge you would have if the \$99 E&O fee per closing. This is a great plan for those who have many closings per year.

How much am I covered for in your E&O insurance policy? We cover all agents at \$1,000,000 of coverage per occurrence. We want you to know that we are behind you and want you to have efficient coverage. Beware of some 100% commission Brokerages that only cover you for \$200K. Our coverage for 1 Million dollars is sufficient, and required for you to register with banks and servicing companies to obtain REO listings to grow your business if you so choose. **We also have \$2,000,000 in general liability and Workers Compensation Insurance.**

Do you have an office? Yes! We have an office available for our agents to use as their personal office 24/7. The address is 7365 Carnelian St Suite 205, Rancho Cucamonga, Ca. 91730. We

have agents all over California, so most of our agents have their own mobile offices and communicate with our office via phone, fax and email. The office space is available for you to use to meet clients, paperwork drop off, pick up etc, there are no office fees. We have branch office locations registered with the DRE in most counties, this also helps with registering with REO companies for listings to show that we have a company presence in each area.

How is Meridian Capital different than other 100% companies? Meridian Capital offers the lowest per transaction fee with the highest E&O Insurance, support, and opportunity. Most 100% transaction offices do not lower their transaction fee for lower commissioned transactions, sometimes you will end up splitting over 20% of your commission with your broker (for example a \$3,500 commission with another transaction broker would charge \$600-900, taking up to 25% of the commission. We will never charge more than 10% on our transaction fee. In addition to having the lowest cost 100% commission plan, we also offer unparalleled support. The common misconception is that "100%" offices lack support. This is true in many cases although at Meridian Capital Real Estate Services we are with you every step of the way. Our supervising broker is available from 9am - 6pm EVERY DAY. With years of experience and hundreds of transactions closed, you can feel confident in the quick and competent support.

What do I do if I have a question or a problem? All of our agents have direct access to the broker daily. All inquiries will be answered within 4 hours. You can contact office staff at the office 800# Monday-Friday, on their cell phones and via email. All realtors also have access to the CAR legal hotline. The level of support we offer is what sets us apart from our competitors.

Does Meridian Capital offer loan origination to my clients? Yes. We have the ability to do conventional loans, although we are primarily a real estate company. However, due to the recent demand from many of our agents, we are offering conventional mortgages to our clients. In an effort to keep our pricing down, we only work with a select few lenders which offer the best products to our clients.

Do you have a Transaction Coordinator? YES! We have an In-House Transaction Coordinator. You are NOT REQUIRED to use our transaction coordinator; you may hire your own coordinator if you have one that is competent in 100% compliance with our company procedures. If you are experienced in handling your own files you may also handle it yourself. If there are problems with an agents file, we may ask that you use our transaction coordinator for future files if the issue cannot be corrected. **Our in house coordinator only charges \$295 per file. Short Sale Negotional services also available in house. Again, this is optional.**

What Does Meridian Capital charge if I do a BPO? Nothing, we will forward the entire BPO commission onto you.

Does Meridian Capital hire new agents? We do hire new agents. We offer training for new agents via webinars and also in person. We may have you work with a mentor on your first two transactions to be sure you have had the experience necessary to continue on your own. The mentor would work out a commission split with you for their services.

How much will it cost to join Meridian Capital? Nothing. After becoming affiliated with Meridian Capital, you will only be responsible for your initial business card purchase and any marketing material you would like to purchase. We have negotiated discounts on high quality business cards for our agents. All marketing materials have been predesigned for your convenience, although you may also order from your own company. You will gain access to the agent only section of our site once you have joined Meridian Capital.

I am interested in Meridian Capital; however you are not a member of my MLS Board.

Will you join? We are members of over 20 associations throughout California, and we will join any association needed. If want to transfer to an association we are already a part of we can send you all of the needed forms for a same day switch. We are members of an association within all MLS areas.

Are there any sales minimums at Meridian Capital? No. We have no sales minimums or quotas.

Are there any weekly office meetings? No. We feel that our agents are busy enough as it is. We don't require attendance at any weekly or monthly meetings. We have monthly newsletters that go out to each agent direct, and will communicate via email when a matter comes up. We also have an agent log in which includes checklists, logos, short sale and REO training manuals etc.

Is there a bonus for referring an agent to Meridian Capital? YES! For every agent you refer to Meridian Capital you receive a \$100 referral fee for each of the agent's first three transactions with our brokerage. \$300 total.

When I close a transaction, when will I get paid? Commission payments are paid out no longer than 24hrs after the completed file has been turned into the broker. Many of our agents are paid directly from escrow.

Do I have to be located near the corporate office? NO! We are licensed to conduct business throughout California. We have several agents situated throughout all of California. We can complete most of our transactions through Fax/E-mail. Our mode of operation allows agents to work from wherever they choose and enjoy the benefits of an increased commission split. You can use our Online Fax account to send faxes, which then can be emailed or faxed in PDF format.

Do you provide office space? We have an office available to all agents 24/7, although we do not provide private office space. You will receive access to our office in Rancho Cucamonga once signed on and can meet with clients, make calls, pick up/drop off, business address, etc. from our location. We will be opening additional offices throughout California in the future for agent/client meetings.

Are there any advertising requirements? The Department of Real Estate also requires that one's license number is on all "First Contact" marketing. We ask that our logo is included in

marketing material, although the logo is not required. Agents must stay up to date on legal requirements to stay compliant with DRE and California of Realtors guidelines.

Can I determine what commission percentage I charge? It is up to each individual agent to determine what the appropriate commission rate is for each transaction. However, we are not a discount brokerage; we are a full service real estate company. We want our agents to maintain theirs and the company's professional image.

Do I have to use a specific Title Insurance Company, Escrow Office, or Home Warranty Company? You have the right to choose who you would like to use. We urge all of our agents to develop working business relationships with various vendors to help serve their client's needs better. A list of contacts is provided to our agents if needed on the agent log in page.

What Type of License do I need? You will need a Salesperson, or Brokers license, in good standing, issued by the California Department of Real Estate.

Are you a member of the Board of Realtors? Yes. Being a Realtor has many advantages! To mention a few; Zipforms, ZipVault for transaction paperwork storage, free access to the legal hotline...the list goes on.

We are members of CAR and NAR. California Association of Realtors and National Association of Realtors.

If I have a question on a transaction, who do I contact? For all questions regarding real estate transactions, you can call our office at (800) 729-5111 or direct at (909)510-0557. You can also email for a fast response: Admin@MyMerCap.com