

Integrity Realty Referrals

Keep Your License. Keep Your Network. Keep Getting Paid.

What Is a Referral Agent?

A referral agent holds an active Virginia real estate license but steps back from the day-to-day work of buying and selling. Instead of showing houses or writing contracts, you stay connected to your network and send clients to active agents in exchange for a referral fee at closing. You keep your license current, you keep earning, and you leave the heavy lifting to someone else.

Referral Agents at IRR

What You CAN Do	What You CANNOT Do
<ul style="list-style-type: none"> ✓ Refer buyers, sellers, and investors to active agents ✓ Refer yourself and earn the referral fee ✓ Earn referral fees at closing ✓ Register clients directly with new home builders ✓ Keep your license active without full-service obligations ✓ Stay connected to your sphere and past clients 	<ul style="list-style-type: none"> ✗ List or show properties on behalf of a client ✗ Write or negotiate contracts ✗ Use the REALTOR title (use real estate agent or consultant instead) ✗ Engage in any mortgage or lending activity ✗ Conduct any full brokerage services ✗ Represent buyers or sellers as an active agent

Your Costs to Park Here

Item	One-Time	Annual
IRR Monthly or Annual Maintenance Fee	0	0
RAR / REALTOR Association Membership	Not Required	Not Required
CVRMLS Access	Not Required	Not Required
Virginia DPOR License Renewal (your responsibility)	--	\$65 every 2 yrs
CE Credits (your responsibility)	--	\$18-200/cycle

Bottom line: IRR charges you nothing to park your license here. No monthly desk fees, no annual dues, no MLS bill.

Compensation Structure

Referral Type	Your Cut	Admin Fee	Bonus
Referred to NextHome Integrity Realty (Central VA)	100%	None	\$150/closing + \$250 annual (3+ closings)
Any NextHome franchise (national network)	100%	None	None
Non-NextHome, you find the receiving agent	90%	175	None
Non-NextHome, IRR finds the receiving agent	90%	250	None
New build, you register directly with builder	90% of builder commission	None	None

Typical referral fee is 25% of the gross buyer or seller side commission. You negotiate that amount directly with the receiving agent.

Ready to park your license and start earning? Contact Janet Nowlin, Principal Broker

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Not affiliated with NextHome, NextHome Integrity Realty, the Richmond Association of Realtors, or CVRMLS.