



**BHJ Realty Inc.**

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Re: **Diamond Cross Ranch  
Birney, MT**

Dear Broker:

Enclosed is a marketing package. You are invited to work on this "exclusive" listing under the following conditions:

1. If you provide a buyer and we complete a sale, your firm will receive a 2% (two percent) commission of the total final sales price, assuming you enter fully into the total transaction process.
2. Should you be working with another broker, it is your responsibility for his compensation out of your 2%.
3. Your client is to be registered with us and it be mutually acknowledged that there is no conflict with other brokers or ourselves. Until you register your prospect by name in writing with our office, you are totally at risk. Your client should be informed that he is being registered as your prospect. \*\* (see signature lines below).

Montana Code Annotated § 37-51-321 prohibits a licensee from paying a commission to an individual not licensed as a broker or salesperson in Montana. However, Montana Code Annotated § 37-51-306 specifically provides an ability for a Montana broker to pay a referral fee to a broker licensed in another state or jurisdiction, but only in a limited fashion. Specifically this section states as follows:

1.A licensed broker may not employ or compensate, directly or indirectly, a person for performing the acts regulated by this chapter who is not a licensed broker or licensed salesperson. However, a licensed broker may pay a commission to a licensed broker of another state or jurisdiction, if the nonresident broker has not conducted and does not conduct in this state a service for which a fee, compensation, or commission is paid.

Any referring agent that is not licensed in Montana cannot receive a referral check if they accompany a potential buyer to the above referenced property.

4. For a referral of a name only, 25% (twenty-five percent) of the selling side of the commission received will be paid.

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Each Office Is Independently Owned And Operated

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5. Any contact whatsoever with the owners of the properties must be channeled through our office; and
6. All offers and negotiations must be communicated through our office with earnest monies held in our real estate trust account.
7. This agreement will be in effect for a period of six (6) months.
8. By their signatures below, all parties agree to be bound by the REALTOR® Code of Ethics, INCLUDING Article 17, the obligation to arbitrate.

Thank you for your help and cooperation.

Sincerely,



Bruce E. Garber  
Broker/Owner

Enclosure  
BG/sds

\*\* I agree to the above conditions and wish to register \_\_\_\_\_ as my client. I have informed my client that he/she is being registered as a prospect by me. Attached is a copy of my Montana Real Estate License.

\_\_\_\_\_  
Signature/Broker                      Date

\*\*I acknowledge that I have been informed that I am being registered with CENTURY 21 BHJ Realty, Inc. as a prospective buyer.

\_\_\_\_\_  
Client                                      Date

(An email or other form of correspondence may be attached, in lieu of above Client signature, indicating Client's acknowledgement)