

## Oakwood Referral Fees

REVISION DATE OF: 8/22/2013

Client	Referral	RFH Type
AIRes	Tier Rates	CSR Process
Accenture	\$6 Per Day	CSR Process
Altair Relocation	\$8 Per Day	CSR Process
American Relocation Connections	\$5 Per Day	CSR Process
Bristol	\$5 Per Day	CSR Process
Brookfield (GMAC)	\$5 Per Day	CSR Process
Capital Relocation	\$100 (One Time) >= 30 Days	CSR Process
Cornerstone	\$5 Per Day	CSR Process
CRI (Corporate Relocation Inc)	Tier Rates	CSR Process
Crown Relocation	\$150 1st 30 Days, \$150 2nd 30 Days	CSR Process
Crye	\$150 (One Time) >= 30 Days	CSR Process
Delta Mobility	\$150 (One Time) >= 30 Days	CSR Process
Employee Transfer Corp	\$150 Per 30 Days Increment - No Cap	CSR Process
Fonville Morisey Relocation	\$4 Per Day	CSR Process
GLOBAL MOBILITY SOLUTIONS (FAS)	\$5 Per Day	CSR Process
Home Services Relocation	\$5 Per Day	CSR Process
Interstate Relocation	\$5 Per Day	CSR Process
Journey's End	\$150 (One Time) >= 30 Days	CSR Process
KPMG*	10% on first month only, \$350 cap	CSR Process
Lexicon	\$5 Per Day	CSR Process
Move Trek	\$5 Per Day	CSR Process
MSI	\$10 Per Day	CSR Process
NEI	\$5 Per Day	CSR Process
NORDSTROM	\$150 (One Time) >= 30 Days	CSR Process
NRT/Coldwell	\$5 Per Day	CSR Process
NuCompass Mobility	\$5 Per Day	CSR Process
Odyssey Relocation	\$150 (One Time) >= 30 Days	CSR Process
OneSource	\$5 Per Day	CSR Process
OneWorld	\$5 Per Day	CSR Process
Oxford	\$5 Per Day	CSR Process
Paragon	Tier Rates - Current Monthly Days Stay	CSR Process
Pasha Group	\$150 Per Month Up to 6 Consecutive Month Of Stay (\$5 Per Day)	CSR Process
Plus Relocation	\$5 Per Day	CSR Process
PRC Relocation Services	\$100 (One Time) >= 30 Days	CSR Process
PRS Group Relocation	\$100 (One Time) >= 30 Days	CSR Process
Prudential	\$5 Per Day	CSR Process
RCI	\$5 Per Day	CSR Process
Relo Direct	\$100 (One Time) >= 30 Days	CSR Process
Relocation America	\$5 Per Day	CSR Process
Relocation Department	\$150 (One Time) >= 30 Days	CSR Process
Relocation Properties Management	\$150 (One Time) >= 30 Days	CSR Process
Relocation Today	\$5 Per Day	CSR Process
Remax Allegiance Relocation	\$100 (One Time) >= 30 Days	CSR Process
Riverside Realty/Siemens	\$250 (30 Days - 89 Days) & \$250 >= 90 Days (Max \$500)	CSR Process
SIRVA	\$5 Per Day	NONE
Sterling Relocation	\$150 (One Time) >= 30 Days	CSR Process
The MI Group	\$150 (One Time) >= 30 Days	CSR Process
TRC Global	\$150 1st 30 Days Stay, \$150 2nd 30 Days Stay	CSR Process
Turner Broadcasting	\$150 (One Time) >= 30 Days	CSR Process
Vision	\$100 (One Time) >= 30 Days	CSR Process
WHR Group	\$5 Per Day	CSR Process

EPIC Accounts			
Client	Referral	RFH Type	Type
Accenture	\$6 Per Day	Accenture	Full
Altair Relocation	\$8 Per Day	Altair	Lite - PTB-937
Cartus	\$6 Per Day	Cartus	Lite - PTB-937
Disney	\$5 Per Day	Disney	Full
Dwellworks	\$10 Per Day	Oakwood Global Solutions	Full
Ernst & Young	\$7 Per Day	Ernst & Young	Full
KPMG*	\$5 Per Day	KPMG	Full
MSI	\$5 Per Day	MSI	Full
Oracle	\$10 Per Day	Oracle	Full
SuperValu	\$10 Per Day	Oakwood Global Solutions	Full
Wells Fargo** - Lump Sum Program	\$3 Per Day	Wells Fargo	Full

\* KPMG - Process/Fee varies depending on RFH Type.

\*\* Wells Fargo - All other programs are a CSR/PTB account and MUST be sent to & booked into 937.

AIRes & CRI (Corporate Relocation Inc) Tier Rates Referral Fees	
LOS Less Than 30 Days	\$0
30 - 59 Days	\$125
60 - 89 Days	\$255
90 - 119 Days	\$405
120 - 149 Days	\$555
150 - 179 Days	\$705
LOS Greater Than Equal To 180 Days	\$855

Paragon Tier Rates Referral Fees	
LOS Less Than 30 Days	\$0
30 - 59 Days	\$125
60 - 89 Days	\$130
90 - 119 Days	\$150
Per Each Additional Full 30 Days LOS	\$150

Note: EPIC/948 payments are paid through the rent roll process.  
Total amount received will be short paid by the daily fees.

Note: CSR Process/937 accounts are paid through the PTB process.  
Payments are based on amount invoiced to client.  
Fees will be invoiced to franchisee separately.

Please remember: ALL account Oppty's are sent back to 937 in Siebel system.  
The PhxNal team will book into 948 if applicable.