

Hello Zillow Premier Agent Team,

We are excited to be participating in the Zillow Flex Program.

As a Zillow Premier Agent, I'm sure you've received notification that their Premier Agent Program is moving to a more consumer driven program designed with high performing agents called the Zillow Flex Program.

Along with some of you, Sissy Mishkel and John Morris recently attended the training program here in Atlanta. If you were unable to attend, Zillow will offer additional webinar training. The schedule will be forthcoming and the invitation will likely be sent directly to you. In the interim, please note there are some key dates to help you start the process.

The enrollment deadline is November 7th and the agreement must be signed by you and your broker in order to participate. You should have received this document directly from Zillow. The company has signed the master agreement but you will need to sign the document sent directly to you as well. The company has reviewed the agent agreement and approved it for your signature should you continue to participate w Zillow.

The Zillow Flex Program will launch in Atlanta on November 13th.

December 13th is the date that agents will begin to receive leads based on their current Flex Program performance.

In addition to registering and providing the signed referral agreement by November 7th, interested agents should add their closed transactions to their Zillow profile, download the Zillow Premier app, and communicate with your assigned Zillow Business Advisor who's name should be listed on your Zillow profile page prior to the launch date of November 13th. Your Zillow reviews will move with your profile.

Zillow will charge a 35% referral fee and below \$150,000 (\$149,999.99), the fee is 25%.

If you have questions, you can reach out directly to Sissy Mishkel, Manager Internet Marketing Division, 770-355-5995 or sissy.mishkel@bhhsgeorgia.com

Of course, you can also speak to your Zillow Business Advisor.

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