



BROKERS COMMISSION POLICY

The Westmass Area Development Corporation (*Westmass*) recognizes the importance of real estate professionals in achieving its goal of attracting quality jobs to our region in western Massachusetts. *Westmass* acknowledges that in fairness to the entire brokerage community it has chosen not to engage in the practice of exclusive listing of its land resources, rather it will encourage participation by all of the professional brokerage community.

This brokerage policy is designed to protect the broker's interest, and simultaneously acknowledge the substantial investment that *Westmass* makes in attracting businesses to the region and *Westmass'* long term relationships with existing businesses in Hampden, Hampshire and Franklin counties.

Westmass will pay, to a properly identified broker, a 10% commission, at closing, for any land sale involving a conveyance to a prospect/client/business from outside Hampden, Hampshire and Franklin counties which results in attracting a new business or company to our region.

In the event that the prospect/client or their principals and affiliates are presently located *within* Hampden, Hampshire and Franklin counties and they seek to grow and expand within the region; *Westmass* will pay a commission equal to 6.5% of the land sale purchase price at the time of closing.

Total commissions paid by *Westmass* on individual or multiple parcels sold to the same or affiliated client/prospect shall not exceed \$100,000.

Westmass will require early, written broker's identification, which is countersigned by the prospect/client. This identification is required to avoid multiple claims and to protect the individual broker's interest. All such identifications will be kept strictly confidential.

This revised policy will remain in effect until December 31, 2009. After that date, please contact *Westmass* directly to verify the current policy.