



**PARTNERSHIP INDUSTRIAL CENTER WEST**  
***POLICY AND PROCEDURE ON REAL ESTATE BROKER'S COMMISSIONS***

**Property for Sale:** Acreage in the Partnership Industrial Center West.  
Interest in \_\_\_\_\_ acre tract.

**Sale Price:** The sale price is \_\_\_\_\_ per acre.

**Commission:** 6% available only to Missouri Licensed Real Estate Brokers, known hereafter as "Broker", as defined in Chapter 339 Vernon Annotated Missouri Statutes.

**Registration:** The Broker must register his client through the Springfield Area Chamber of Commerce, hereafter known as "the Chamber", in writing using the Partnership Industrial Center West Prospect Registration Form, hereafter known as the "Form". A sample Form appears on the reverse side of this Policy and Procedure.

The Form must be completed in full identifying the prospective purchaser, whether an individual or company and its representative or agent, hereafter known as the "Prospect", before presenting the Form to the Chamber. The Senior Vice President of Economic Development or Director of Business/Industry Attraction of the Springfield Area Chamber of Commerce, hereafter known as the "Representative" will serve as the Partnership Industrial Center West's Representative.

A Chamber staff member will witness by Notary Public the time and date of receipt of the Form from a Broker. This shall be the only recognized notice to the Partnership Industrial Center West Administrative Council of a Broker's representation of a Prospect's intent to purchase the Property.

The Representative will write "Approved" and sign the Form presented by the Broker if the Prospect was not previously known to the Representative as a prospective purchaser, thereby making the Broker eligible for the commission if the Prospect purchases acreage in the Partnership Industrial Center West. The Partnership Industrial Center West Administrative Council reserves the right to sell or not to sell to any prospect. The original notarized Form will be given to the Chamber with a copy to the Broker.

The Partnership Industrial Center West will not recognize any claim for commission by a Broker or other individual presenting a Prospect already known to the Representative as having expressed an interest in the area. The Representative must have conversations or knowledge of prospect's intent documented in his records, which will reflect the exact date and time he learned of the Prospect. The Representative will write "Denied" and sign the Form presented by the Broker if the Prospect was known to the Representative prior to receipt of the Form, or if it is unacceptable to the Partnership Industrial Center West Administrative Council. The original notarized Form will be given to the Partnership Industrial West Administrative Council, with a copy to the Broker.

This form expires (6) month after it is received and notarized by the Springfield Area Chamber of Commerce. A new Form must be filed by the Broker to extend the registration for another six-month period.