



## Broker's Fee Paid for New Members: Terms & Conditions

- A. Upon the occurrence of:
- i. a real estate salesperson/broker (the "Agent") introducing a prospective New Member to Launch Workplaces,
  - ii. such Agent being the sole salesperson/broker retained by the prospective New Member to make such introduction or to represent the New Member in a membership license transaction,
  - iii. such Agent being properly licensed in the state in which the New Member transaction occurs,
  - iv. such Agent and Launch Workplaces execute a separate written fee agreement prior to the New Member and Launch Workplaces consummating a membership license agreement, and
  - v. New Member and Launch Workplaces consummate a membership license agreement within six (6) months of Agent's introduction of the New Member, then
- A. Launch Workplaces shall pay a fee to Agent pursuant to the terms of the separate executed fee agreement between Launch Workplaces and Agent.
- B. A New Member shall not be a current member operating in any Launch Workplaces (including affiliates, sublicensees, assignees, or any entity controlled by a current member) or, prior to Agent's introduction, a member that previously inquired about renting/licensing space in Launch Workplaces in the past six (6) months.
- C. A **New Member** shall be defined as a person or entity new to Launch Workplaces, not subject to the provisions of Section C above, and qualified by Launch Workplaces to be a member (such qualification may include but not limited to financial capability, type of use, hours of operation, not having been a member, or controlled by a member, that was previously terminated by Launch Workplaces for cause or default, etc.). A New Member may include a previous Launch Workplace's member whose agreement expired or terminated (without cause or default) no less than six (6) months prior to being introduced by Agent.