

# Compensation Flow Chart

**AFTER**  
RULE CHANGE

**PLEASE READ FIRST:** This chart should NOT be used if the buyer wants to pay their agent directly. If the buyer wishes to negotiate any compensation to offset what they negotiated and agreed to pay their agent, then please use this chart. Check with your Broker and MLS for firm and local policies

**REMINDER:** Compensation is negotiable and is not fixed, controlled or suggested by law, any MLS or any REALTOR® Association.

