

## About Us

Diane Shiell and Megan Hess have practiced "non-traditional" real estate since they started their own real estate company in 2002. A recent innovation for them is to concentrate on the use of real estate for charitable giving.

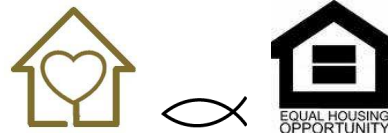
Diane and her husband, the Rev. Dr. Dell Shiell, have 10 years experience in charitable estate planning, church endowment development and capital campaign fundraising. It was natural to look for ways to combine real estate and charitable giving.



## Definitions

**Charity**—encompasses religion, education, assistance to the government, promotion of health, relief of poverty or distress and other purposes that benefit the community. (Recognized as exempt from federal income tax under Section 501 (c) (3) of the Internal Revenue Code.)

**Real Estate Referral Fee**—Generally this fee is a percentage of the final commission received by the agent who accepts the referral.



Venice Realty, Inc.

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## Charitable Gifts From Real Estate Referrals



*Empowering Homeowners to  
Become Everyday Philanthropists*



[CharityReferrals.com](http://CharityReferrals.com)

## Support Your Cause with real estate referrals through Venice Realty, Inc.

It's easy to give a generous gift to your favorite charity—either a nonprofit or religious organization—when you buy or sell a home with Venice Realty!

This costs the Donor (you) and the Charity nothing by teaming with Venice Realty—*“your real estate company with a heart.”*

Venice Realty is dedicated to working for charities, religious organizations and the individuals who support them. Together we can make a difference by using the purchase or sale of real estate to make the world a better place.



## Three Easy Steps To Make the World A Better Place

1. **Choose Venice Realty, Inc.—** Fill out a Venice Realty referral form and present it to your real estate agent when you first meet with them. Buy or sell with any agent you chose.
2. **Designate your charity—** Fill out the form designating the charity to receive the referral gift.
3. **Buy or Sell your home** and within 30 days of closing, your designated charity or nonprofit will receive the donation in your honor.

### Example of the Donation

- 1.) \$175,000 Sale/Purchase Price
  - ▶ \$1,017.50 to Charity
- 2.) \$400,000 Sale/Purchase Price
  - ▶ \$2,705.00 to Charity

Please visit [CharityReferrals.com](http://CharityReferrals.com) for a detailed example.

## Frequently Asked Questions

1. **Why does Venice Realty offer this program?**
  - \* The founders of Venice Realty, Inc., the Shiell family, have always believed in and generously supported non-profits and religious organizations. They regard this both as an expression of their faith and a way to do what they can to make the world a better place.
2. **Who selects the real estate agent that the home buyer or seller will work with?**
  - \* The home buyer or seller chooses the agent. It is just like an ordinary sale except you print out the referral form, fill in the top part and present it to the agent. You select who will receive the donation.
3. **Why do I have to contact the charity and/or Venice Realty before signing an agreement with a real estate agent?**
  - \* To receive the referral fee, you (the home buyer or seller) and the agent must fill out the referral agreement form and forward it to Venice Realty. This indicates that the agent and broker know that you are a part of the Venice Realty referral program before a commitment is made with the agent.