

Name: _____

Date: _____

Score: _____

Selecting & Hiring a Domain Broker: Enterprise Guide

Domain broker selection, commission agreement, negotiation representation, credentials vetting

HOW TO HIRE A BROKER LEARNING OVERVIEW

INVESTOR

STUDENT STATUS

Corporate Branding Track

SECURED

DOMAIN ASSETS

High-Value Asset Transfer

100%

ESCROW SAFETY

Confidential Buyer Protection

Welcome! This activity packet guides you through hiring a domain broker. You will explore credential vetting, commission structures, representation agreements, and secure escrow transfers.

WORKSHEET CHECKPOINTS

- ☐ **Part 1-4:** Master domain valuation and brokerage.
- ☐ **Part 5-7:** Solve crossword & word search puzzles.
- ☐ **Part 8-9:** Solve case studies & cipher challenge.
- ☐ **Part 10:** Review basic & advanced FAQ pages.
- ☐ **Part 11:** Explore 10 interesting real-world facts.

Open the VPN.com Domain Broker Guide

URL: <https://www.vpn.com/domain-broker/how-to-hire-a-broker/>

Your Broker Selection Learning Roadmap

- Evaluate domain broker credentials, track records, and licensing standards.
- Analyze commission structures, retainer agreements, and contract terms.
- Formulate negotiation strategies using broker representation for digital assets.
- Structure exclusive vs. non-exclusive agreements with clean termination terms.
- Manage third-party escrow settlement and secure authorization code handoffs.

BROKER SELECTION GUIDE INSTRUCTIONS

Answer the multiple choice and true/false questions, complete the fill-in-the-blank sentences using the word bank, match definitions, and solve the crossword and word search puzzles. Apply your knowledge to selecting a domain broker.

SELECTING AND HIRING A DOMAIN BROKER (INTRODUCTION)

Hiring a domain broker involves vetting track records, reviewing commission models (typically 10-20%), setting exclusivity terms, and ensuring all transaction handoffs are routed through regulated third-party escrow accounts.

READ EACH CHECKPOINT CAREFULLY AND SELECT OR WRITE THE CORRECT RESPONSE.

Checkpoint 1: Multiple Choice Challenge

1 What is the typical commission model for buyer brokers?

- ☐ A. A fixed flat fee of \$10 per domain
- ☐ B. A percentage of the sale price (typically 10% to 20%), sometimes with a retainer
- ☐ C. An hourly billing fee of \$500 per nameserver update
- ☐ D. Monthly subscription fees without transaction incentives

2 Why verify a broker's licensing and escrow relations?

- ☐ A. To ensure they bypass registry locks
- ☐ B. To secure transaction funds and prevent digital asset fraud
- ☐ C. To speed up HTML page loading speeds
- ☐ D. To avoid ICANN registry fee surcharges

3 Which contract defines a broker's representation terms?

- ☐ A. Non-Disclosure Agreement (NDA)
- ☐ B. Brokerage Representation Agreement (listing agreement)
- ☐ C. DNSSEC Configuration file
- ☐ D. EPP Auth Code request sheet

4 What is a buyer broker's primary duty during a deal?

- ☐ A. Coding landing page graphics
- ☐ B. Confidentially reaching out to owners and negotiating the lowest purchase price
- ☐ C. Hosting DNS server records
- ☐ D. Submitting UDRP dispute claims to courts

5 What standard transaction protocol does a broker enforce?

- ☐ A. Sharing registrant registrar account logins
- ☐ B. Using a licensed third-party escrow service to verify EPP code transfer
- ☐ C. Disabling multi-factor registry locks
- ☐ D. Deleting public WHOIS historical records

Checkpoint 2: True or False Challenge

6 Question tf1

Hiring a domain broker exposes the corporate buyer's brand identity to the seller immediately.

☐ True ☐ False

7 Question tf2

Professional domain brokers carry out appraisals based on comparable sales databases.

☐ True ☐ False

8 Question tf3

Broker commissions are mandated by ICANN and cannot be negotiated.

☐ True ☐ False

9 Question tf4

A broker should ensure that the EPP transfer passcode is verified before capital is released to the seller.

☐ True ☐ False

10 Question tf5

Any general real estate agent can broker premium global digital domain assets without specialized training.

☐ True ☐ False

Checkpoint 3: Key Term Insertion

Read each sentence below and fill in the blank with the correct term from the Word Bank.

1. An enterprise hires a domain _____ to secure high-value digital brand names.
2. Effective _____ requires deep market comparable sales data.
3. The broker earns a percentage-based _____ upon successful domain transfer.
4. Executives must vet a broker's professional _____ and transaction history.
5. Capital is held safely in a neutral _____ account during the transfer process.
6. The listing _____ specifies the contract duration and exclusivity.

VOCABULARY WORD BANK

BROKER
ESCROW

NEGOTIATION
AGREEMENT

COMMISSION
STEALTH

CREDENTIALS
REPRESENT

Write your answers here:

- | | | | |
|----|----------------------|----|----------------------|
| 1. | <input type="text"/> | 2. | <input type="text"/> |
| 3. | <input type="text"/> | 4. | <input type="text"/> |
| 5. | <input type="text"/> | 6. | <input type="text"/> |

Checkpoint 4: Domain Concept Match

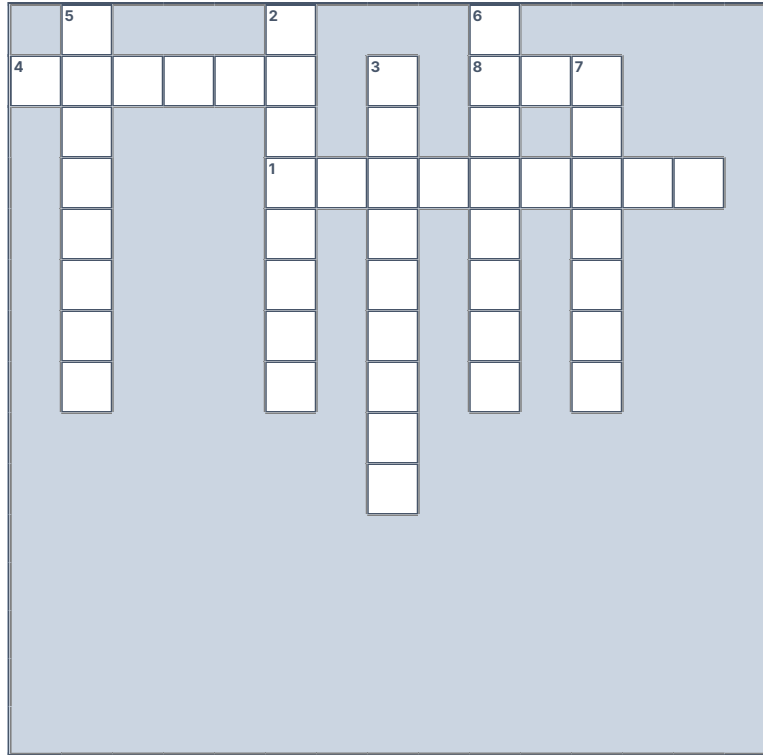
DEFINITION MATCHING

Match each vocabulary term on the left with its correct definition on the right by writing the corresponding letter (A-H) in the fillable input box.

1. Domain Broker	A Specialized transaction agent negotiating the purchase or sale of digital domain assets.
2. Sales Negotiation	B Strategic communications designed to align price expectations between buyers and sellers.
3. Broker Commission	C Percentage-based incentive fee paid to the broker upon successful transaction closing.
4. Professional Vetting	D Due diligence review checking a broker's case history, reputation, and escrow licensing.
5. Secure Escrow	E Third-party holding service securing transaction funds until ownership change is verified.
6. Representation Agreement	F Legal contract outlining terms, fees, and timelines of broker client representation.
7. Stealth Strategy	G Method of procurement concealing the buyer's identity to prevent price spikes.
8. EPP Handoff	H Verification and transfer of registrar authorization codes to complete domain delivery.

Checkpoint 5: Crossword Puzzle

Solve the crossword puzzle by typing letters into the active white boxes. The numbers correspond to the clues below.



ACROSS

1. Process of wrapping data packets inside other packets (9)
4. Remote server that routes traffic and hides your IP (6)
8. Internet Service Provider, logs traffic unless encrypted (3)

DOWN

2. Rules determining how data is sent and encrypted (8)
3. Rate of data transfer across a path (9)
5. Blocking site access based on location (8)
6. Security system that monitors and blocks traffic (8)
7. State of being free from tracking or surveillance (7)

Checkpoint 5 Alternative: Accessible Crossword Clues

Screen-reader and keyboard users can type the crossword answers directly in the text fields below.

ACROSS CLUES

1 Across: Intermediary securing high-value domain names for clients. (6 letters):

2 Across: To bargain and reach terms with a domain owner. (9 letters):

3 Across: Percentage-based fee paid to broker upon closing a transaction. (10 letters):

4 Across: Contract defining brokerage fees, duration, and exclusivity. (9 letters):

DOWN CLUES

5 Down: Licensed holding service protecting funds during transfer. (6 letters):

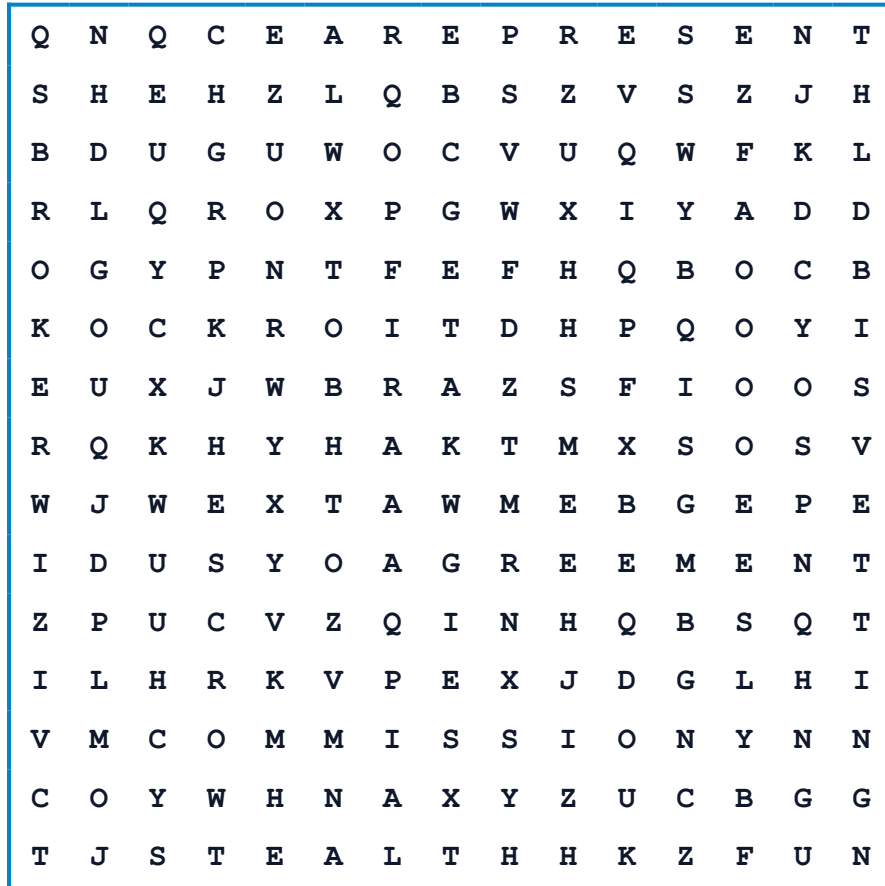
6 Down: Procurement strategy hiding the buyer's corporate identity. (7 letters):

7 Down: To act on behalf of a corporate buyer or seller in negotiations. (9 letters):

8 Down: Reviewing a broker's credentials, ethics, and past transactions. (7 letters):

Checkpoint 6: Hidden Word Search

Find the 8 key vocabulary terms hidden in the grid below. Words can be horizontal, vertical, or diagonal.



VOCABULARY WORD LIST

BROKER
ESCROW

NEGOTIATE
STEALTH

COMMISSION
REPRESENT

AGREEMENT
VETTING

Checkpoint 6 Alternative: Accessible Vocabulary Matching

Match each of the 8 vocabulary terms from the Word Search to its correct definition by writing the letter (A-H) in the blank space.

VOCABULARY TERMS

- A. BROKER
- B. NEGOTIATE
- C. COMMISSION
- D. AGREEMENT
- E. ESCROW
- F. STEALTH
- G. REPRESENT
- H. VETTING

DEFINITIONS & MATCH FIELDS

- ☐ 1. Specialized intermediary representing clients in confidential domain sales.
- ☐ 2. Strategic discussions to align price expectations between transaction parties.
- ☐ 3. Percentage-based transaction fee paid to the agent upon successful transfer.
- ☐ 4. Legal contract defining brokerage fees, duration, and representation exclusivity.
- ☐ 5. Neutral third-party service holding capital safely during domain transfer.
- ☐ 6. Acquisition approach concealing corporate identity to prevent speculative markups.
- ☐ 7. Acting as the authorized agent negotiating on behalf of a buyer or seller.
- ☐ 8. Due diligence check verifying a broker's licensing, reputation, and credentials.

Checkpoint 7: Scrambled Word Challenge

Unscramble the letters below to reveal key domain brokerage concepts and terms. Write your answers in the input boxes provided.

1. R E K O R B

5. W O R C S E

2. E T A I T O G E N

6. H T L A E S T

3. N O I S S I M M O C

7. T N E S E R P E R

4. T N E M E E R G A

8. G N I T T E V

Checkpoint 8: Domain Brokerage Case Studies

Apply the concepts you have learned to solve the real-world scenarios below.



CASE STUDY 1: COMMISSION AGREEMENT SELECTION

Scenario: A corporation wants to hire a seller's broker to divest a portfolio of 50 premium domains. One broker proposes a flat 15% commission. Another broker asks for a \$5,000 monthly retainer plus a 10% commission on final sales.

Discussion Question: Formulate a risk-reward analysis of both proposals to present to the executive board.



CASE STUDY 2: VETTING BROKER CREDENTIALS

Scenario: An enterprise is looking to acquire a critical \$100,000 domain. A broker contacts them claiming to have direct access to the owner but refuses to sign a mutual NDA or confirm their escrow process.

Discussion Question: Outline the due diligence audit checklist the enterprise must complete before signing any brokerage representation agreement.

Final Challenge: Decrypting the Cipher

A domain broker protects client capital during stealth acquisitions. Use the Letter-to-Number key below to decrypt the cybersecurity message by writing the matching letters in the blank spaces.

LETTER-TO-NUMBER ENCRYPTION KEY

A=1	B=2	C=3	D=4	E=5	F=6	G=7	H=8	I=9	J=10	K=11	L=12	M=13
N=14	O=15	P=16	Q=17	R=18	S=19	T=20	U=21	V=22	W=23	X=24	Y=25	Z=26

A 3x3 grid of boxes containing fractions. The top row has boxes with $\frac{8}{1}$, $\frac{9}{1}$, $\frac{18}{1}$, $\frac{5}{1}$, and $\frac{1}{1}$. The middle row has boxes with $\frac{4}{15}$, $\frac{15}{13}$, $\frac{1}{9}$, $\frac{9}{14}$, $\frac{2}{18}$, $\frac{18}{15}$, $\frac{11}{11}$, $\frac{5}{18}$, $\frac{6}{15}$, and $\frac{18}{18}$. The bottom row has boxes with $\frac{5}{14}$, $\frac{14}{20}$, $\frac{5}{18}$, $\frac{18}{16}$, $\frac{18}{9}$, $\frac{9}{19}$, $\frac{5}{2}$, $\frac{2}{18}$, $\frac{1}{14}$, and $\frac{4}{4}$.

Decoded cybersecurity message:

TIP: EACH NUMBER REPRESENTS THE POSITION OF THAT LETTER IN THE ALPHABET (E.G. 1 = A, 2 = B, 26 = Z).

Checkpoint 10: Basic Domain Brokerage FAQs (Part A)

Review the most common questions and answers regarding domain brokerage and stealth acquisitions.

Q1: What does a domain broker do?

A broker acts as an agent representing buyers or sellers to negotiate, facilitate, and secure domain transactions.

Q2: How do I choose a domain broker?

Look for established track records, verifiable case studies, licensing, transparent commissions, and escrow standards.

Q3: What is a typical broker commission?

Professional commissions range from 10% to 20% of the domain's final transaction sale price.

Q4: Does a broker sign an NDA?

Yes, reputable brokers sign strict non-disclosure agreements to protect buyer anonymity and deal terms.

Q5: Can a broker help value my domain?

Yes, brokers provide comparative market analysis and appraisals based on historical sales databases.

Checkpoint 10: Basic Domain Brokerage FAQs (Part B)

Review the most common questions and answers regarding domain brokerage and stealth acquisitions.

Q6: What is a buyer's broker?

A broker hired specifically to locate, negotiate, and procure domain names on behalf of a buyer.

Q7: What is a seller's broker?

A broker hired by a domain owner to market, negotiate, and divest domain assets at the highest price.

Q8: Why is exclusivity important in broker agreements?

Exclusivity motivates the broker to dedicate resources, marketing capital, and negotiation focus to your asset.

Q9: How do brokers transfer domains securely?

By using licensed third-party escrow services that manage funds and verify EPP transfer authorization codes.

Q10: What is a domain retainer fee?

An upfront fee paid to secure the broker's dedicated outreach and negotiation services, often credited against commissions.

Checkpoint 11: Advanced Domain Valuation FAQs (Part A)

Explore commercial and valuation aspects of premium domain transfers and lease-to-own financing.

Q1: How do you structure exclusive vs. non-exclusive brokerage agreements?

Exclusive agreements grant sole listing rights to one broker for a set period (typically 90 to 180 days), while non-exclusive allow multiple brokers to list the domain simultaneously, which can lead to fragmented pricing.

Q2: What legal protections should be included in a domain brokerage contract?

Clear commission definitions, dispute jurisdiction clauses, NDA requirements, and explicit terms governing escrow management and handoff timelines.

Q3: How does broker vetting protect enterprises from fraudulent escrow sites?

Vetting verifies that the broker only utilizes licensed, well-known escrow portals (such as Escrow.com) rather than unverified private escrow sites constructed by scammers.

Q4: Why does double representation (representing buyer and seller) create conflicts of interest?

Because a broker cannot simultaneously negotiate the lowest purchase price for a buyer and the highest sale price for a seller without violating fiduciary duties.

Q5: How does a broker manage negotiations when the seller has unrealistic price expectations?

By presenting objective comparable sales data, showing length/extension scarcity limits, and using incremental offers backed by proof of funds in escrow.

Checkpoint 11: Advanced Domain Valuation FAQs (Part B)

Explore commercial and valuation aspects of premium domain transfers and lease-to-own financing.

Q6: What is the typical duration of an enterprise domain procurement campaign?

It typically ranges from 2 weeks to 3 months, depending on the ease of locating the owner and negotiating terms.

Q7: How does a broker verify that the seller has legal authority to transfer the domain?

By matching registrar WHOIS administrative contact records and auditing DNS transfer histories to detect pending trademark ownership disputes.

Q8: What happens if a broker fails to acquire the target domain?

Under standard commission-based agreements, no success fee is paid, though any non-refundable retainer fees remain with the broker.

Q9: How do brokers handle international currency transfers in domain sales?

By utilizing multi-currency escrow accounts that automatically handle exchange rates and wire verifications securely.

Q10: Why should corporate legal teams review domain acquisition agreements?

To ensure intellectual property representations, warranty of title, and indemnity against future UDRP claims are legally binding.

Part 11: 10 Real-World Domain Brokerage Facts & Insights

Review these highly valuable, real-world facts regarding domain valuation, stealth acquisition, and escrow security.

1. DOMAIN INSIGHT

Commission Standard: The global industry standard commission for professional domain brokerage ranges from 10% to 15% of the final gross sale price.

2. DOMAIN INSIGHT

Retention Motivation: Brokers working under exclusive representation agreements close transactions at a 3x higher success rate than non-exclusive agents.

3. DOMAIN INSIGHT

Vetting Protection: Proper broker vetting and credential verification filters out over 98% of unlicensed intermediaries and fraudulent actors in secondary markets.

4. DOMAIN INSIGHT

Campaign Timelines: Over 70% of successful stealth domain procurements are negotiated and closed within 30 days of campaign launch by experienced brokers.

5. DOMAIN INSIGHT

Escrow Integration: Reputable brokerage firms route 100% of transaction settlements through licensed, government-regulated escrow agents.

6. DOMAIN INSIGHT

Negotiation Margin: Enterprise brokers negotiate an average discount of 35% off the seller's initial opening asking price for premium domain names.

7. DOMAIN INSIGHT

Title Warranties: Corporate brokerage contracts mandate warranties of title, protecting buyers from pre-existing trademark disputes (UDRP).

8. DOMAIN INSIGHT

Retainer Credits: Upfront broker retainer fees (typically \$1,000 to \$5,000) are credited back to the client upon successful closing in 90% of contracts.

9. DOMAIN INSIGHT

WIPO Arbitrations: WIPO statistics indicate that domain disputes resolved via UDRP arbitration involve unrepresented buyers in over 60% of cases, highlighting broker value.

10. DOMAIN INSIGHT

Registry Verification: Domain brokers verify the registrar EPP auth code lock status within minutes of escrow funding to prevent domain transfer delays.

Technical References & Sources

The study guide and interactive puzzles are compiled from global ICANN, WIPO UDRP, and licensed domain escrow standards.

SCHOLARLY & INDUSTRY REFERENCES

- [1] ICANN. (2024). Policy on Transfer of Registrations Between Registrars. Retrieved from <https://www.icann.org/resources/pages/transfer-policy-2016-06-01-en>
- [2] WIPO Arbitration and Mediation Center. (2024). World Intellectual Property Organization Domain Name Dispute Resolution. Retrieved from <https://www.wipo.int/amc/en/domains/rules/>
- [3] WIPO. (2025). Guide to the Uniform Domain Name Dispute Resolution Policy (UDRP). Retrieved from <https://www.wipo.int/portal/en/index.html>
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- [6] IETF. (2021). RFC 3986: Uniform Resource Identifier (URI): Generic Syntax. Retrieved from <https://datatracker.ietf.org/doc/rfc3986/>
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- [9] NIST. (2023). Special Publication 800-63: Digital Identity and Asset Management Guidelines. Retrieved from <https://csrc.nist.gov/publications/detail/sp/800-63/3/final>
- [10] OWASP. (2025). Application Security Verification Standard (ASVS): Secure Configuration. Retrieved from <https://owasp.org/www-project-application-security-verification-standard/>

Answer Key: Checkpoint 1 - Multiple Choice

1 Brokerage Function

BROKERAGE

Correct Answer: B

TEACHING NOTE

Domain brokers act as confidential negotiators representing buyers and sellers to reach fair market transactions.

Citation: ICANN Transfer Policy [Ref 1].

2 Stealth Strategy

STEALTH

Correct Answer: B

TEACHING NOTE

Stealth acquisition conceals corporate buyer identity to prevent sellers from inflating asking prices.

Citation: Escrow.com Protocol [Ref 7].

3 Escrow Protection

ESCROW

Correct Answer: B

TEACHING NOTE

Licensed third-party escrow holds funds safely until ownership transfer verification is complete.

Citation: Escrow.com Protocol [Ref 7].

4 Domain Appraisal

VALUATION

Correct Answer: B

TEACHING NOTE

Short 2-letter and 1-word .com domains carry extreme global brand scarcity and liquidity.

Citation: WIPO UDRP Guide [Ref 3].

5 Dispute Resolution

UDRP POLICY

Correct Answer: B

TEACHING NOTE

ICANN's Uniform Domain-Name Dispute-Resolution Policy (UDRP) governs administrative trademark disputes.

Citation: WIPO Dispute Rules [Ref 2].

Answer Key: Checkpoint 2 - True or False

6 Confidential NDAs

NDAS

Correct Answer: False

TEACHING NOTE

Professional domain brokers operate under non-disclosure agreements to protect buyer corporate strategy.

Citation: CIS Controls [Ref 8].

7 Escrow Delivery

ESCROW

Correct Answer: True

TEACHING NOTE

Escrow holding accounts disburse funds only after full domain ownership transfer is verified by the buyer.

Citation: Escrow.com Protocol [Ref 7].

8 Digital Real Estate

ASSETS

Correct Answer: False

TEACHING NOTE

Short 2-letter and 3-letter .com domains function as high-value, liquid digital property assets.

Citation: NIST Guidelines [Ref 9].

9 Stealth Negotiation

STRATEGY

Correct Answer: True

TEACHING NOTE

Direct corporate buyer outreach often causes sellers to inflate asking prices significantly.

Citation: WIPO UDRP Guide [Ref 3].

10 EPP Authorization

EPP CODE

Correct Answer: False

TEACHING NOTE

EPP codes are unique security passcodes generated by registrars to authorize domain transfers.

Citation: IETF RFC 5730 [Ref 4].

Vocabulary Keys & Grading Rubric

Instructor Grading Rubric: Award 1 point for each correct matching (8 points total) and context term (6 points total).

CHECKPOINT 4: CONCEPT MATCH KEY

A 1. Domain Broker

B 2. Sales Negotiation

C 3. Broker Commission

D 4. Professional Vetting

E 5. Secure Escrow

F 6. Representation Agreement

G 7. Stealth Strategy

H 8. EPP Handoff

CHECKPOINT 3: KEY TERM KEY

1 BROKER

2 NEGOTIATION

3 COMMISSION

4 CREDENTIALS

5 ESCROW

6 AGREEMENT

DISCUSSION NOTES FOR INSTRUCTORS

Valuation Accuracy:

Verify that students understand how domain length, extension (.com, .ai), and commercial search volume drive appraisal pricing.

Escrow Security:

Emphasize that funds are held in licensed third-party holding accounts prior to domain WHOIS transfer verification.

Stealth Representation:

Highlight the role of NDAs and third-party representation in preventing speculative price gouging during corporate procurement.

Puzzles Keys & Instructor Notes

WORD SEARCH SOLUTION

Q	N	Q	C	E	A	R	E	P	R	E	S	E	N	T
S	H	E	H	Z	L	Q	B	S	Z	V	S	Z	J	H
B	D	U	G	U	W	O	C	V	U	Q	W	F	K	L
R	L	Q	R	O	X	P	G	W	X	I	Y	A	D	D
O	G	Y	P	N	T	F	E	F	H	Q	B	O	C	B
K	O	C	K	R	O	I	T	D	H	P	Q	O	Y	I
E	U	X	J	W	B	R	A	Z	S	F	I	O	O	S
R	Q	K	H	Y	H	A	K	T	M	X	S	O	S	V
W	J	W	E	X	T	A	W	M	E	B	G	E	P	E
I	D	U	S	Y	O	A	G	R	E	E	M	E	N	T
Z	P	U	C	V	Z	Q	I	N	H	Q	B	S	Q	T
I	L	H	R	K	V	P	E	X	J	D	G	L	H	I
V	M	C	O	M	M	I	S	S	I	O	N	Y	N	N
C	O	Y	W	H	N	A	X	Y	Z	U	C	B	G	G
T	J	S	T	E	A	L	T	H	H	K	Z	F	U	N

CROSSWORD SOLUTION

[illegible]

INSTRUCTOR GUIDE FOR CROSSWORD SOLUTIONS

ACROSS CLUES

1 Across: **TUNNELING** Process of wrapping data packets. (3, 5)

4 Across: **SERVER** Remote computer routing traffic.

8 Across: ISP Internet Service Provider. (1, 9)

DOWN CLUES

2 Down: PROTOCOL Rules determining data transmission. (0, 5)

3 Down: BANDWIDTH Rate of data transfer. (1, 7)

5 Down: **GEOBLOCK** Location website restriction.
(0, 1)

6 Down: **FIREWALL** Security monitor barrier. (0, 9)

7 Down: **PRIVACY** State of freedom from tracking.
(1, 11)

Scrambled Words & Cipher Solution Key

Grading key for the vocabulary word unscramble activity and Secret Cipher Challenge.

WORD UNSCRAMBLE KEY

1. R E K O R B

BROKER

5. W O R C S E

ESCROW

2. E T A I T O G E N

NEGOTIATE

6. H T L A E S T

STEALTH

3. N O I S S I M M O C

COMMISSION

7. T N E S E R P E R

REPRESENT

4. T N E M E E R G A

AGREEMENT

8. G N I T T E V

VETTING

SECRET CIPHER CHALLENGE KEY

"HIRE A DOMAIN BROKER FOR ENTERPRISE BRAND"

Domain Brokerage Case Studies Solution Key

A Case Study 1: Commission Agreement Selection

[Instructor Solution](#)

GRADING GUIDELINE

Student answers should cover the following points:

- **Scenario Analysis:** A corporation wants to hire a seller's broker to divest a portfolio of 50 premium domains. One broker proposes a flat 15% commission. Another broker asks for a \$5,000 monthly retainer plus a 10% commission on final sales.
- **Recommended Strategy & Solution:** Grading Rubric: Award 3 points for mapping flat commission incentives, 3 points for detailing retainer cost structures, and 4 points for outlining alignment of interests.

B Case Study 2: Vetting Broker Credentials

[Instructor Solution](#)

GRADING GUIDELINE

Student answers should cover the following points:

- **Scenario Analysis:** An enterprise is looking to acquire a critical \$100,000 domain. A broker contacts them claiming to have direct access to the owner but refuses to sign a mutual NDA or confirm their escrow process.
- **Recommended Strategy & Solution:** Grading Rubric: Award 4 points for outlining credential checks, 3 points for evaluating escrow compliance requirements, and 3 points for detailing NDA requirements.