EXTENDED REALITY TOOLKIT

**Understanding the Revenue Model**

1. Make sure you are clear on the costs of the engagement:
   1. DRM does not charge a fee to register or unregister a building on its platform. If you are registering the building on a platform other than DRM, determine what fees may be involved in registration.
   2. What other fees are included in the process of obtaining an engagement? DRM operates with a brokerage fee arrangement that is contingent on an engagement license being executed.
   3. How would license revenue impact the building’s taxes? For example, Real Estate Investment Trusts receive favorable tax treatment, which certain types of revenue can risk. Check with your tax advisors about whether your contemplated license revenue would count as “good” or “bad” income under REIT regulations.
2. How is revenue being generated by an engagement? What is the building’s portion of that revenue, and how is it being delivered to the building?