



2009 United Kingdom Real Estate Agent/Broker Referral Program

- Initial Agreement:** Compensation will be calculated at 10% of the initial fixed Office, Virtual Office or Businessworld Gold/Platinum value fees for up to the first 12 months of agreement term. Promotional bonus incentive programmes may be offered from time to time in specific markets
- Expansions:** Office expansions that occur within the initial agreement period up to the first 12 months, fees will be paid at 10% of the extended agreement revenue up to 12 months from the start date of the initial agreement.
- Active Involvement:** There should be active involvement to participate in expansion and renewal commissions. The client will resolve questions of continued active involvement or conflict with other Brokers/Agents.
- Break-clauses:** When an initial agreement has a break-clause within the first 12 months, which is subsequently not exercised, fees will be paid at 10% of the post-break agreement revenue up to 12 months from the start date of the initial agreement.
- Payment:** Regus UK Ltd will promptly pay referral fees within 30 days of receipt of agents invoice, signed licence agreements, the client's deposit payment and occupation of the office(s) by the client. All fees will be made payable to the agent company and not to the individual broker or agent. Regus UK Ltd reserves the right to limit the fees to £50,000 unless otherwise agreed in advance. All invoices are to be sent to: Agent Desk, Regus UK Ltd, Regus House, 33 Clarendon Dock, Laganside, Belfast, BT1 3BG. Regus UK Ltd must receive a correctly calculated invoice for the completed transaction within 45 days of execution. If Regus UK Ltd does not receive an invoice within 45 days following the commencement date of the signed agreement, the fees shall be forfeited. The client will resolve questions of continued active involvement or conflict with other agents. If a client defaults during their term of their agreement whereby a payment for commission has been made, Regus may invoice the Agent/Broker for the pro-rated commission paid for the term the client is in default or deduct that amount from a future payment.
- Registration:** Refer prospects to the Agent Desk at the Call Centre on 0870 880 8484, to your local Regus Sales Manager, or to the Regus website. In the event two or more agents refer the same prospect, we shall accept the first official referral received, unless instructed otherwise by the client. We reserve the right to reject a referral in cases where a client has applied directly or was referred previously by another agent or channel. We will endeavour to notify the referring agent of any rejections within 1 working day. Submittal of a referral to Regus UK Ltd alone indicates acceptance of the terms and conditions herein and the complete version posted on the Regus website. We reserve the right to amend or terminate this policy at any time without prior notice.