



2016 Global Real Estate Broker/Agent Referral Program

Qualified Broker / Agents:

The Regus Group will compensate licensed Real Estate Brokers/Agents in return for successful initial introductions and/or referrals (Referrals) of their clients not previously referred to Regus, which lead to an executed Service Agreement. The Real Estate Broker/Agent Referral Program is reserved for commercial Real Estate Brokers/Agents, residential Real Estate Broker/Agents that are duly licensed and in good standing.

Initial Agreement:

Office, Co-Working, Campus, Enterprise, Businessworld: Compensation will be calculated at 10% of the workspace portion of the monthly service agreement fee up to the first 12 months of the agreement term.*

Virtual Office, Workplace Recovery: Compensation will be calculated at 10% of the monthly service agreement fee up to the first 12 months of the agreement term.

Active involvement is required in order to qualify for a commission.**

Office, Co-Working, Campus Expansions:

Office, Co-Working, Campus, Enterprise expansions are defined as a customer who takes on additional workspace at an existing location that occurs within the initial agreement period.* Compensation will be calculated at 10% of the workspace portion of the monthly service agreement fee up to the first 12 months of the agreement term. The Real Estate Broker/Agent must have active involvement in the client's decision to expand to qualify for a commission.**

Payment:

Payment will be made each month based on sales closed in the previous month once an invoice is received. A completed sale is defined as a signed service agreement and payment of the initial fee. Invoices must be received within 60 days of the completed sale. All commissions will be made payable to the brokerage company and not to an individual Broker/Agent. Maximum payment amount shall be no more than 100,000 GBP or local equivalent on any single transaction. If a client defaults during the term of their agreement whereby a payment for commission has already been made, Regus will 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.

Payment Method:

All payments will be made by Wire/Bank Transfer or if in North America by ACH.

Registration:

Real Estate Brokers/Agents must refer prospects through a Regus team member (this covers all) the Regus website or any other Regus approved mechanism. In the United Kingdom, referrals will only be accepted by registering them on agents.helpdesk@regus.com. In the event two or more Real Estate Brokers/Agents refer a prospect, Regus shall accept the first official referral received, unless instructed otherwise by the client. Regus reserves the right to reject a referral to the extent the customer applied directly, is an existing customer or was referred previously through another Real Estate Broker/Agent. Regus will endeavour to notify the referring Real Estate Agent of any rejections within 3 business days. Submittal of a referral to Regus alone indicates acceptance of our terms and conditions. Regus reserves the right to amend or terminate this policy at any time without prior notice.

* *Workspace does not include services such as phone or internet. Where an all-in pricing agreement is signed, the payment will be calculated using the workspace portion of the monthly fee.*

** *Active Involvement means the Broker will notify Regus of the opportunity in the aforementioned manner.*