



BROKER PARTICIPATION

The Alliance Group Broker Participation programme is a new and innovative way for commercial property brokers to work with us to earn commissions on successfully concluded property deals.

Just another way we are trying to help brokers stay ahead of the game.

ALLIANCE
group®



AHEAD OF THE GAME

BROKER PARTICIPATION FOR COMMERCIAL PROPERTY AUCTIONS

Alliance Group would like to take this opportunity to invite brokers to introduce their buyers to properties that we have up for auction at our various commercial auctions countrywide.

Alliance Group undertakes to pay commission to brokers whose prospective buyers successfully purchase any property on offer at any of our auctions. To qualify for participation in this initiative, brokers must declare their buyers between one week and three weeks prior to the auction event.

Up to thirty percent (30%) of Alliance Group's net commission will be paid to brokers. The commission rate paid to brokers will be agreed by Alliance Group and the broker and put in writing at least one week before the auction.

To qualify for a commission and to become a registered broker on the Alliance Group Broker Participation programme, you must:

- Have duly registered as a "Registered Broker" on-line at www.alliancegroup.co.za/brokers at least one week prior to the start of the auction
- Personally register on auction day with your client at the broker check-in table
- Ensure your client(s) successfully purchase the property and assist in closing the transaction
- Personally sign the Conditions of Sale as witness with the successful client. Any registered broker who fails to sign the Conditions of Sale at the auction shall not be entitled to any commission

**There will be no buyer registration permitted on the day of the auction
Each broker will be limited to one buyer per property**

Please note the commission will be paid to the broker's company of employment. The broker's company will, in turn, pay the broker. Commissions will be deemed to have been earned upon the deal being confirmed and payable on registration of transfer of the property.

AT AUCTION:

1. Bidders need to acknowledge attendance with proof of payment and register at the broker check-in table along with their broker.
2. If no payment has been made to date, the bidder needs to issue a cheque or do an EFT in order to register to bid for the auction.
3. The bidder is issued with a valid bidder's number for the auction.
4. The broker will assist their buyer with the entire bidding process.
5. Should the buyer of the broker be the highest bidder on a particular property, he/she needs to sign the Conditions of Sale.
6. The broker needs to sign as witness on the Conditions of Sale.
7. The buyer needs to pay to Alliance Group the 10% plus VAT auctioneers commission upfront at the auction.

CONFIRMATION PROCESS:

1. Commission due will be paid on transfer.
2. The broker's company of employment will invoice Alliance Group for its commission.
3. Alliance Group pays commission to the respective broker's company of employment.

