



infinityblu

6803 Thomas Dr.
Panama City Beach, FL 32408

Infinity Blu Affiliate Program Policy Guide

Affiliate sales agents are critical to the success of Infinity Blu. It was entrepreneur, J. D. Rockefeller who declared, “I would rather earn 1% off 100 people’s efforts than 100% of my own efforts.” That statement parallels our sales and marketing philosophy in that we believe in the power of leveraging. This is accomplished by providing our Affiliate agents all the necessary tools available to be successful. Our onsite Leverage Consultant is ready, willing, and available to assist all affiliate agents on any question or issue regarding Panama City Beach’s hottest resort development, the Infinity Blu.

➤ *Affiliate Sign-Up*

Upon enlisting in our affiliate program, an Infinity Blu onsite agent, also known as the Leverage Consultant, will contact the Affiliate agent within 24 hours. The Leverage Consultant will be available to assist the Affiliate from their initial contact all the way to the closing table. Though we offer the online Infinity Blu University (www.infinitybluu.com) available to all affiliate agents, the Leverage Consultant is accessible to answer any of the Affiliate’s immediate questions or address any of their concerns. Our goal is to facilitate a smooth, picture perfect transaction, thus ensuring buyer satisfaction.

➤ *Commission / Referral Opportunities*

All commissions / referrals listed below are based on an elevated system that rewards an Affiliate for multiple transactions. For the 3rd transaction, and any thereafter, any given Affiliate will reach the maximum commission status as described below.

Gulf Front Units

All gulf front units are composed of seven (7) deeds. Each deed conveys seven (7) weeks per year. They may be reserved / purchased as an individual fraction or a whole unit.

- Whole Unit (ERC)
 1. A maximum of three percent (3%) of the total purchase price shall be disbursed to the selling agent's broker for the sale of a whole unit, otherwise known as Executive Residence Club (ERC). A whole unit includes 7 separate deeds.
- Fractional Unit (PRC)
 1. **1st Sale:** A maximum of five percent (5%) of the total purchase price shall be disbursed to the selling agent's broker for the **1st sale** of a 1/7th fraction, otherwise known as a Private Residence Club (PRC). A fraction is conveyed in the form of 1 fractional deed.
 2. **2nd Sale:** A maximum of six percent (6%) of the total purchase price shall be disbursed to the selling agent's broker for the **2nd sale** of a 1/7th fraction, otherwise known as a Private Residence Club (PRC). A fraction is conveyed in the form of 1 fractional deed.
 3. **Any Sales Thereafter:** A maximum of seven percent (7%) of the total purchase price shall be disbursed to the selling agent's broker for the **3rd Sale or any thereafter** of a 1/7th fraction, otherwise known as a Private Residence Club (PRC). A fraction is conveyed in the form of 1 fractional deed.

Bay-Lagoon View Units

All Bay-Lagoon view units are composed of twelve (12) deeds. The buyer may reserve / purchase these units under three options as follows: by the month, six (6) months, or the whole unit twelve (12) months.

- Whole Unit (ERC)
 1. A maximum of three percent (3%) of the total purchase price shall be disbursed to the selling agent's broker for the sale of a whole unit, otherwise known as Executive Residence Club (ERC). A whole unit includes 12 separate deeds.
- 6 Month Fractional Unit (SRC)
 2. **1st Sale:** A maximum of five percent (5%) of the total purchase price shall be disbursed to the selling agent's broker for the **1st sale** of a 6 month fraction, otherwise known as a Superior Residence Club (SRC). A 6 month fraction is deeded in 6 deeds on one unit.
 3. **2nd Sale:** A maximum of six percent (6%) of the total purchase price shall be disbursed to the selling agent's broker for the **2nd sale** of a 6 month fraction, otherwise known as a Superior Residence Club (SRC). A 6 month fraction is deeded in 6 deeds on one unit.

4. **Any Sales Thereafter:** A maximum of seven percent (7%) of the total purchase price shall be disbursed to the selling agent's broker for the **3rd Sale or any thereafter** of a 6 month fraction, otherwise known as a Superior Residence Club (SRC). A 6 month fraction is deeded in 6 deeds on one unit.
- Fractional Unit (PRC)
 5. **1st Sale:** A maximum of eight percent (8%) of the total purchase price shall be disbursed to the selling agent's broker for the **1st sale** of a monthly (1/12th) fraction, otherwise known as a Private Residence Club (PRC). A monthly fraction is conveyed in the form of 1 fractional deed.
 6. **2nd Sale:** A maximum of nine percent (9%) of the total purchase price shall be disbursed to the selling agent's broker for the **2nd sale** of a monthly (1/12th) fraction, otherwise known as a Private Residence Club (PRC). A monthly fraction is conveyed in the form of 1 fractional deed.
 7. **Any Sales Thereafter:** A maximum of ten percent (10%) of the total purchase price shall be disbursed to the selling agent's broker for the **3rd Sale or any thereafter** of a monthly (1/12th) fraction, otherwise known as a Private Residence Club (PRC). A monthly fraction is conveyed in the form of 1 fractional deed.

Refer A Friend Program

After the first overall transaction completed by any Affiliate, that Affiliate agent will be available to receive an additional bonus for referring another real estate agent. In order to receive this bonus, the following must occur:

1. The referring agent (Affiliate) must have completed one (1) transaction with Infinity Blu, defined as having a unit on hold, or by having a pending or sold purchase agreement with Infinity Blu, as an active Affiliate.
2. The agent being referred must have discovered Infinity Blu from the referring agent (Affiliate), and not by any other means (such as a realtor meeting, presentation, show/convention, or by means of any other Infinity Blu agent or employee or their actions).
3. When the agent being referred becomes an Affiliate with Infinity Blu, they must include at sign up that they were referred by a pre-existing Affiliate that has met the criteria defined above in item 1.
4. The agent being referred must complete a transaction of their own, and that transaction must close prior to any dispersing of funds.

➤ *Conditions for Commissions and Referral Fees*

Affiliates will receive a sales commission based on the number of transactions the Affiliate has performed. The 1st and 2nd transactions are considered an educational period that allows each individual Affiliate to learn the Infinity Blu system. The following are the responsibilities of the Affiliate according to their number of transactions.

- 1st and 2nd transaction
 1. The Affiliate has the option, for the first two transactions, of initiating contact with their customer and referring their customer to the Infinity Blu Leverage Consultant.
 2. The Leverage Consultant will process all documents, assist the buyer at hard contract, perform follow ups during the construction period, and coordinate the closing of the unit.
- 3rd transaction and every transaction thereafter
 1. The Affiliate will foster the buyer throughout the complete sales process. Depending whether the Affiliate is an out of state realtor or licensed by the state of Florida will determine the amount of paperwork aloud to be completed by the Affiliate. Please see section *Participation in the Sale* for more details.
 2. The Affiliate agent is at liberty to consult with the Leverage Consultant on any issue regarding the progress of the Infinity Blu development.
 3. The Leverage Consultant communicates directly with the affiliate and makes limited to no contact with the buyer. However, the Affiliate may solicit the Leverage Consultant to assist in closing the sale.

➤ *Disbursement of Commissions and Referral Fees*

In order for an Affiliate agent to receive a commission or referral fee, the said agent must demonstrate he/she is licensed by their respective state or the state of Florida; he/she must be operating under a licensed real estate broker and be in compliance with his/her state laws.

1. Fifty percent (50%) of the total sales commission/referral fee will be disbursed to the Affiliate agent's broker within a reasonable amount of time of the developer receiving the Infinity Blu development construction loan.
2. The remaining fifty percent (50%) of the sales commission/referral fee will be dispersed to the Affiliate agent's broker after closing the unit(s).
3. The buyer must complete the purchase and successfully close the unit in order for the Affiliate to receive a full commission.
4. All commission/referral paid towards the Refer a Friend real estate referral program will be disbursed to the Affiliate agent's broker after closing the unit(s).

➤ *Participation in the Sale (Out of State Affiliates)*

Pursuit to F.S. 475, all Affiliate agents in states outside of Florida will receive a referral fee paid directly to their broker from Infinity Real Estate by Glick. The following rules and conditions apply to these agents:

1. The out of state Affiliate educates the customer on Infinity Blu and may have the Leverage Consultant forward the customer all the necessary forms.
2. The Affiliate completes the referral agreement form and faxes to the Infinity Real Estate by Glick sales center.
3. This form is addressed to the Leverage Consultant.
4. The Affiliate's broker must endorse that referral form prior to submission.
5. The out of state Affiliate may forward the customer the reservation documents. However, to comply with Florida statutes, the out of state Affiliate does not place their name on the reservation agreement.
6. **NO** out of state Affiliate may accept and handle any escrow funds or participate in the completion of the forms. All funds should be forwarded by the customer to Infinity Real Estate by Glick at 6803 Thomas Dr., Panama City Beach, FL 32407, or a Dowd Title Credit Card authorization slip faxed or e-mailed to Infinity Real Estate by Glick. Upon receiving these funds, all monies and reservation documentations will be transferred directly to Dowd Title Group, the escrow agent.

➤ *Participation in the Sale (Florida Affiliates)*

Florida agents have the same compensation plan options as the out of state Affiliates. The difference is the Florida agents will receive a co-broke commission instead of the referral fee and may prepare the reservation documents for their customer.

➤ *Steps to Completing a Referral (Out of State Affiliates)*

After initially communicating with the customer, the Affiliate agent will follow the actions listed below. NOTE: Once a refund is requested in writing, the process may take up to 4 weeks.

- 1st and 2nd transaction
 1. The Leverage Consultant will educate the customer on Infinity Blu and be responsible for handling all documents needed from the customer.
 2. Upon making the sale through the steps above, the Leverage Consultant will contact the Affiliate and will forward his/her broker the referral agreement which will indicate the total commission/referral earned on the transaction.
 3. The Affiliate completes the referral agreement form, then faxes it to Infinity Real Estate by Glick
 4. Infinity Real Estate by Glick will sign and immediately return the referral agreement to the Affiliate.
 5. Upon receiving the referral agreement, any other copies of paperwork required by the Affiliate's broker will be sent as well.

- 3rd transaction and every transaction there after
 1. Educate the customer on Infinity Blu.
 2. E-mail or fax all documents to the customer. They are as follows:
 - Purchaser Information Form
 - Reservation Agreement
 - Brokerage Disclosure Notice (Infinity Real Estate by Glick)
 3. They will also need to include the following:
 - One (1) form of identification. A photo is required.
 - A check for the reservation deposit – Addressed to: Dowd Title Group – Infinity Blu Escrow Agent or a Dowd Title Credit Card authorization slip must be filled out. See your Leverage Consultant for this form.
 4. Have the customer complete all the forms and forward via mail to Infinity Blu Real Estate by Glick.
 5. Any questions in regard to completing the reservation paperwork should be directed to the Leverage Consultant.
 6. Upon making the sale through the steps above, the Leverage Consultant will contact the Affiliate and will forward his/her broker the referral agreement which will indicate the total commission/referral earned on the transaction.
 7. The Affiliate completes the referral agreement form, then faxes it to Infinity Real Estate by Glick
 8. Infinity Real Estate by Glick will sign and immediately return the referral agreement to the Affiliate.
 9. Upon receiving the referral agreement, any other copies of paperwork required by the Affiliate's broker will be sent as well.