

FAQ - PREFERRED BROKER REFERRAL PROGRAM

How do I register my clients?

You can register your clients by submitting a completed registration form. Assuming that the referral has not been previously registered, the on-site administrator will return a copy signed by Gameplan within two business days.

What if my client is already registered in the project database?

The on-site administrator will check project database to see if your client is already registered. If your referral has previously been registered with Marlin Bay, you may still receive a referral fee. Each situation will be handled on a case by case basis and agreed upon on the Client Registration form.

What type of protection do I have after I register my client?

Once a referral is submitted, your name will be recorded in the prospect's profile in the project database. This protected designation assures you the payment of commissions, as described below. In order to be designated as "protected," a referral must be registered prior to the referral visiting Marlin Bay.

How long is my referral protected to me?

Your referral is protected for a period of twelve months from the date on the registration form.

Who will my contact be at Marlin Bay?

Your referral will be assigned a Sales Executive who will act as your liaison. They will keep you updated on a regular basis with any activity related to your referrals as well as new opportunities at Marlin Bay Yacht Club. The assigned Marlin Bay Sales Executive will establish contact with you to discuss helpful background information on the referral.

How much commission will I be paid if my referral purchases in Marlin Bay?

Your brokerage will be paid 3%. All commissions will be paid based on the net sales price not including the value of any club membership or sales incentives.

How will commission be paid?

Your brokerage will be advanced 50% of the commission within 60 days of execution of the sales agreement, free from contingencies, with the appropriate deposits. Upon the successful closing of the contract, your brokerage will receive the remaining 50% of the commission.

What if the contract does not close?

If the registered client does not close, the 50% commission that was advanced to your brokerage shall be due and payable to Gameplan within 10 days of the cancellation of the contract.