



ACTIVITY POINTS	POINT VALUE	
Show House: - Resale Property or Development Property (Minimum 4 hours any day of the weekend)	200	Per Agent Attending FULL Show Day – 400 Max per week
General Expo (Minimum 3 hours any day of the week)	150	Per Agent Attending FULL Expo 300 Max per week
Resale & Rental Listing Points: - Open and/or Dual Group Mandate - Exclusive Group Mandate (30 days +) - Exclusive Group Mandate (90 days +) - Development Listing - Open, Dual or Exclusive Group Mandate (90 days +)	200 300 500 1500	Minimum required documents uploaded onto PlusOnline listing to qualify for points: - Signed and completed Mandate - Signed and completed Property Disclosure - Copy ID's of Sellers All developments to be approved for listing by Plus Management
Tenant Rental Application via our PlusGroup online self-help platform	200	For each application, whether successful or not, you will receive the full points value!
Buyers Prequalification Application via our PlusGroup online self-help platform	200	
Purchaser/s obtaining Own Bond Finance	-300	Because it's a bad idea!
Huizemark Plus appointed Attorney to do the transfer of a sale	400	Points earned on registration of deal by Huizemark Plus appointed Attorney
National Conference 2023 & 2024 Attendance	1,000	Points per conference attended
Greece 2022 Attendance	2,000	Boom!!!!

SALES & RENTAL POINTS

(NB!!! Sales & Rental Points are earned from Sales and Rentals concluded within the Competition Period only – Registrations of Sales or commission from Rentals within the Competition Period that emanate from sales or rentals concluded prior to the Competition window won't qualify for points)

Sales Points: (calculated on Excl VAT commission)

Points calculated as follows:

- Total Commission Excl VAT per deal taken into consideration
- **40% Company Share** generated accrues Points
- Points Allocated **per R1,000 Company Share**
- 50% of Points to Listing Agent (30% if Development)
- 50% of Points to Selling Agent (70% if Development)

- **30 Points per every R1,000 Company Share commission earned.**

Example: R 1,000,000 sale at 6% plus VAT commission

= R 60,000 excl VAT Total Commission
 = 40% of R 60,000 determines company share = R 24,000
 = R 24,000 divided by R1,000 = 24 x 30 Points
 = **720 Points Total**

Listing Agent 50% of Points = 360 Points
Selling Agent 50% of Point = 360 Points

Rental Points: (calculated on Excl VAT commission)

Points calculated as follows:

- Total Commission Excl VAT per deal taken into consideration (to a maximum of 12 months)
- Points Allocated **per R1,000 (Company Share not applicable on Rentals!)**
- 50% of Points to Listing Agent (25% if Development)
- 50% of Points to Placement Agent (75% if Development)

- **20 Points per every R1,000 Company Share commission earned.**

Example: R 8,000/month Management Rental at 10% plus VAT commission per month

= R 800 excl VAT commission x 12 months (lease period)
 = R 9,600 excl VAT Total Commission
 = R 9,600 divided by R1,000 = 9,6 x 20 Points
 = **192 Points Total**

Listing Agent 50% of Points = 96 Points
Placement Agent 50% of Point = 96 Points

IBO Points: (calculated on Bond amount and allocated to Sales Agent only)

- **185 Points per R 1,000,000 Bond approval accepted by buyers through IBO**
- Earned on successful registration of the bond on date of registration

Example: Property sold for R 1,200,000, buyer puts down a R 400,000 deposit and requires R 800,000 bond

= (R800,000 divided by 1,000,000) x 185 Points
 = **148 Points**

Accumulate a total of 35,100+ Points over the competition period 1 October 2022 to 31 January 2025 (Departure April/May 2025)

- **A minimum of 50% (Fifty Percent) of the Required 35,100 Points** needs to be earned **via Sales & Rental Points**, for deals registered, rentals placements/renewals and IBO points within the competition period to qualify for a ticket
- All Independent Contracted Agents **can earn a maximum of 2 tickets** for the competition period. A second ticket won may only be allocated to Huizemark Plus employees/agents and their immediate spouse/partner, with the understanding that such person must be accompanied by the Huizemark Plus Winner
- No Children or 'outsiders' are allowed
- **Non-winning agents may not pay to go**, nor is there a top-up option for non-qualifiers. Top-up option is however available for second tickets of Huizemark Plus Winners
- Where **an agent work in a partnership with another agent**, two tickets must be won for both to qualify. Should the combined total of both partners be enough to qualify for one ticket then they shall be allowed to buy/top-up a second ticket for both partners to go. Should a partnership be dissolved during the competition period, each party will be allocated 50% of the points earned at the effective date
- Winning tickets will only be awarded to **active Huizemark Plus agents with valid FFC's at the firm/group**
- Air tickets are valid as part of the Huizemark Incentive Competition only and cannot be changed, transferred, or exchanged for cash
- If a Winner chooses not to take up his/her prize, **it will be forfeited**. Under no circumstances will the agent receive money in lieu of the prize. The Winners may not sell, exchange or donate their ticket/s.
- Winners **will be accommodated in twin rooms** only and inside cabins (as opposed to cabins with a porthole) on the cruise ship (if applicable). A single room supplement may be paid by the Winner but is subject to availability
- **The prize excludes** travel insurance, visas, optional extra excursions, tips, preventative medication and vaccinations, items of personal nature, spending money and transport to and from OR Tambo International Airport, Johannesburg, which is the departure point
- Participants are strongly advised to **start saving immediately** for visas (R2,000+), Travel insurance (R500+) and spending money
- It is the sole discretion of the Huizemark Franchising Team to change the venue or competition period/rules if required and no compensation of credit will be considered. Should the departure date be postponed due to unforeseen external circumstances, only one subsequent departure date will be arranged, thereafter the trip will unfortunately be cancelled