

Realtor Incentive Programme

FREQUENTLY ASKED QUESTIONS

Realtors Questions:

1. What is the realtor incentive programme?

NCB's Realtor Incentive Programme is a special promotion established to reward realtors for referring approved mortgage business to the bank. The programme includes commission payments, mid-promotion prizes and grand prizes.

2. How do you refer mortgage applicants to NCB?

To refer mortgage loan applicants, you visit the NCB mortgage website (insert URL) and complete the Referral Entry Form.

3. What is the amount to be earned by Individual Realtors for referring mortgage applicants to NCB?

A 1.00% commission will be paid to licensed realtors for each mortgage loan referred and booked by NCB during the promotional period.

4. How long does this programme last?

The promotion period runs from June 1, 2018, to December 31, 2018.

5. What are the prizes to be won?

The Programme offer cash prizes of \$250,000 to Individual Realtors and Real Estate Entities at the middle of the promotional period and grand prize of \$500,000 each at the end of the promotion period.

6. What are the criteria for winning prizes?

To qualify for cash prizes, the Individual Realtors and Real Estate Entities must have referred the highest value of mortgage loans subject to referring the requisite number of booked mortgage loans (in their respective category) for the programme period.

7. How will the Realtors be paid?

Incentive payments are made to Realtors via bank transfer to an account held at NCB in the name of the Realtor when the mortgages are booked and the loan disbursed.

8. Is there a set time in the month that commission fees are paid?

Realtor Incentive payments will be made on or before the 15th working day from the end of the month during which the mortgage loan in respect of which the payment is being made was disbursed. For example, commission earned for the month of June 2018, will be paid on or before July 15, 2018.

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9. What are the dates for awarding the mid promotion prize and grand prize?

The mid promotion prize will be awarded by the 10th working day in October 2018, and the Grand prize will be awarded by the 10th working day following the end of the promotion period in January 2019.

10. If I win the mid promotion prize am I eligible for the grand prize?

Yes, mid- promotion prize winners are eligible for the grand prize.

For queries regarding the Realtor Incentive Programme, you may email us at ncbmortgages@jncb.com.