

National Commercial Bank Jamaica Limited (“NCB” or “the Bank”) has developed a Realtor Incentive Programme to promote its Jamaican dollar residential, commercial and land-only mortgage loan products and reward Realtors for referral of successful mortgage loan applicants to the Bank (“the Incentive Programme”). These Terms and Conditions set out the basis upon which NCB has invited all licensed realtors and real estate agents in Jamaica (hereinafter referred to as “the Realtor”, “you” or “your”), and the Realtor has agreed, to participate in the Incentive Programme.

By submitting a referral for a Jamaican Dollar residential, commercial or land-only mortgage loan application to NCB via www.jncb.com/realtors, you agree to be bound by and will be deemed to have accepted these Terms and Conditions.

Eligibility for Participation

1. All duly licensed Realtors registered with the Realtors Association of Jamaica or Real Estate agents certified with the Real Estate Board of Jamaica may participate in the Incentive Programme.
2. You agree to maintain all applicable licences or registration for the duration of your participation in the Realtor Incentive programme and to provide NCB with documentary proof of your licence upon request.

Realtors' Obligations and Submission of Referrals

3. You agree to refer to NCB corporate entities as well as individuals who to your knowledge require loans for the purpose of purchasing real estate (“Customer/s”).
4. The following loans shall not be eligible for payment of incentives under the Incentive Programme:
 - a) loans disbursed to employees of NCB or any of its affiliated entities (NCB Staff Member/s”) or anyone applying as a co-borrower with a NCB staff Member for a mortgage facility;
 - b) loans disbursed to you or anyone applying as a co-borrower with you for a mortgage facility; and
 - c) loans disbursed in any currency other than Jamaican dollars.
5. If a Customer referred by you does not submit a mortgage loan application to NCB within six (6) months of being referred, then the referral will be deemed null and void and no longer eligible for payment of an incentive under the Incentive Program
6. The Customer and sales officer must confirm to the Bank the name of the Realtor who referred the Customer for a mortgage loan.
7. Realtors will only be eligible to be paid an incentive in respect of the same customer once per year. Additional incentives will only be paid where a customer is referred for a new mortgage at least 12 months after the previous mortgage loan was disbursed to that customer.
8. No incentive will be payable in respect of mortgage loans where NCB had previously made an offer, digitally or otherwise to the Customer within the six(6) month period prior to a referral being made by a Realtor.
9. Where a Realtor refers a customer for multiple mortgages for the purchase of more than one property at the same time an incentive will only be paid on the first loan in respect of which the bank registers a mortgage

10. Realtors are required to advise all Customers of your intention to refer him/her to NCB prior to submitting a referral.
11. All referrals must be submitted to the Bank electronically by completing the referral form on our dedicated mortgage referral webpage (www.jncb.com/realtors) located on the NCBJ website (www.jncb.com) or by such other method as the Bank may advise in writing.
12. A referral will not be considered complete until all information required on the referral form has been provided. A representative from the Bank will contact you within one (1) business day of your submission of a complete referral to verify and confirm receipt of your referral.

Incentive Payments

13. Subject to the conditions for eligibility set out herein, NCB will pay you an incentive for each mortgage loan referred and opened on the Bank's books of at least one million dollars (\$1M) in value or more. No incentive will be paid for loans less than \$1M in value and no incentive will be paid on loans in respect of which the Bank does not register a mortgage.
14. The incentive payment will be calculated at 1% of the total Jamaican dollar value of disbursed loans referred by you during the promotional period. Where a loan is jointly financed by NCB and any other institution, including but not limited to the National Housing Trust (NHT), the incentive will only be calculated on the portion of the loan financed by NCB.
15. Incentive Payments payable to the Realtor in respect of any eligible loans disbursed during each month of the Incentive Programme will be paid by the Bank 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. The Bank will make all payments due under the Incentive Programme via direct credit to an account agreed with the Realtor, held in his/her name at NCB.
16. Throughout the duration of the Incentive Programme NCB may in its sole discretion offer prizes based on criteria determined by NCB to realtors and real estate agents participating in the Incentive Programme and will advise all participants of the details of any such prize offers.

Termination and Amendment of Incentive Programme

17. NCB reserves the right to terminate the Incentive Programme at any time and will notify you of such termination. The Bank may also amend these Terms and Conditions at any time upon service of notice to you.
18. Realtors are entitled to terminate participation in the Incentive Programme by service of at least seven (7) days' written notice upon the Bank via email to rbdproductteam@jncb.com or hand delivered to the Bank at 32 Trafalgar Road, Kingston 5, Attention: Senior General Manager, Retail Banking Division.
19. Upon termination of the Incentive Programme, the Bank will remit all incentive payments earned by the Realtor up to the date of termination in accordance with the provisions for payment of incentives set out herein.

Miscellaneous Provisions

**NATIONAL COMMERCIAL BANK JAMAICA LIMITED
REALTOR INCENTIVE PROGRAMME
TERMS AND CONDITIONS**

20. Nothing in these Terms and Conditions shall be construed as creating a partnership, joint venture or agency relationship between the Realtor and NCB and neither party is authorized to bind or incur liabilities on behalf of the other.
21. The Realtor shall not be entitled to assign its rights hereunder to any third party.
22. These terms and conditions constitute the entire and conclusive agreement and understanding between the Realtor and NCB regarding the operations of the Incentive Programme and supersede any other agreement or understanding concerning the Incentive Programme. Queries regarding the Realtor Incentive Programme should be directed to rbdproductteam@jncb.com.