



DREAM WORKS REALTORS is dedicated to equipping its partners with effective, high-quality, and result-driven sales and marketing resources to support their business growth.

CHANNEL PARTNER POLICY – DREAM WORKS REALTORS – ALL PROJECTS

Prior written approval from the In-house Marketing Team is required before a Channel Partner initiates any Promotional Activities for any of our projects along with creatives. Following are certain norms which must be followed at all the times:

1. MahaRERA number of CP must be there in all the promotional creatives/videos at their end, so as to avoid any miscommunication/ misunderstanding!
2. Must never reveal cost below the approved cost by us.

Customer Tagging Period: 30 days across all projects *Tagging periods for upcoming projects (if otherwise during launches/ promotions) will be communicated and updated accordingly.*

1. The CP must mandatorily accompany the customer during the first walk-in at the site. If the CP is unavailable at the time of visit, they must be present before the customer exits the premises — failing which, no credit will be awarded to that CP.
2. If the tagging period is about to expire, the CP must revisit the site with the customer for Re-Tagging. Any conversion happening through the mentioned data post the lapse of tagging period shall be considered as Dream Works Realtors conversion.
3. No client registrations will be accepted via WhatsApp or Email.
4. If the customer's data already exists in the system, a TAT of 90 days will be applicable.
5. Customers abroad will be registered via Video Call (Zoom/Gmeet).
6. In the event of any dispute arising out of 2 or more CPs, credit will be awarded to the CP who facilitated the first walk-in and under whose name the client proceeds with the booking.
7. To resolve the same, the customer's follow-up trail — including call history, WhatsApp, or email correspondence — will be reviewed and verified by the Sales Head or Channel Head.
8. In the event the same customer or family is registered under two different Channel Partners through different contact numbers, the lead demonstrating the highest level of active engagement shall be considered final. Verification shall be conducted in accordance with the directives outlined above. Executive Incentives are applicable only to individual company executives, not under any company name or owner's name. The executive must provide their name, contact number, and company name to the GRE at the time of the customer's visit.
9. CP Empanelment is compulsory — payouts will not be released without completed empanelment.
10. CPs are expected to maintain the reputation and integrity of Dream Works Realtors at all times. Any disparaging, misleading, or defamatory communication regarding our projects, team, or



**DREAM WORKS
REALTORS**

leadership — whether verbal, written, or on any digital/social platform will be treated as a serious policy violation and will attract strict disciplinary action, including termination of empanelment.

11. Invoices must be submitted to the Sales Head of the respective site where the customer's transaction was completed or the Sourcing.
12. The following documents are mandatory for invoicing/billing: RERA Certificate, Aadhaar Card, PAN Card, GST Certificate and past 3 years of ITR (to be updated yearly).
13. CP payouts will be processed on the same day the invoice is received (if submitted before 12:00 PM) or the following business day, as authorised by the Channel Sourcing Manager post-agreement.