



THE RESIDENCES AT
MONTAGE CAY
THE ABACOS, BAHAMAS

Dear Real Estate Professional,

Thank you for your interest in Montage Hotels & Resorts newest Bahamian resort and residential community, Montage Cay, which is located just minutes from Marsh Harbour in the Abaco Islands. The Residences at Montage Cay are being thoughtfully designed and curated to offer an exclusive opportunity to own a home on a private island with access to all the amenities and services of Montage.

We believe working with the real estate brokerage community is integral to the success of Montage Cay and invite you to become part of the exclusive team participating in our Co-operating Broker Program. When you engage with us at Montage Cay, you and your clients will work directly with professional sales team members. Our sales team will work with you to assist your client in achieving a sale at Montage Cay. Once a sale is made to your registered client, you earn a commission in accordance with the Broker Marketing and Referral Agreement attached.

After you have reviewed the information, we are available to discuss any questions. We encourage you to register your client as soon as possible. We look forward to a wonderful relationship with you.

Montage Residences Real Estate

The project described herein (the "Project") and the residential parcels located within the Project (the "Residential Parcels") are not owned, developed, or sold by Montage Hotels & Resorts, LLC ("Montage") and Montage does not make any representations, warranties or guaranties whatsoever with respect to the Residential Parcels, the Project or any part thereof. Sterling Montage Cay Limited, the developer of the Project, uses the MONTAGE, and MONTAGE RESIDENCES REAL ESTATE brand names and certain other Montage trademarks (collectively, the "Trademarks") in connection with the sales and marketing of the Residential Parcels in the Project under limited, non-exclusive and non-sublicensable licenses from Montage. The foregoing licenses may be terminated or may expire without renewal, in which case neither the Residential Parcels nor any part of the Project will be identified as a MONTAGE-branded project or have any rights to use the Trademarks.



CO-OPERATING BROKER PROGRAM AND GUIDELINES

By registering your clients through the Co-Operating Broker Program, you and your client can benefit from our professional marketing program. For each client that you register, and who is approved, you will be listed in the Montage Cay project database as the assigned agent and introduced to one of our Residential Specialists who will act as your key contact point and advisor.

All registrations will be subject to the following guidelines:

- A. Complete contact information for each client must be provided using the Montage Cay Client Registration Form (“Registration Form”). The Registration Form must be signed by both the client and agent.
- B. The completed and signed Registration Form must be submitted and confirmed by a Residential Specialist or a member of the Montage Cay team prior to a client engaging with Montage Cay to be valid. The Registration Form may be submitted via email to heather.fuerstman@montage.com or in person with your client during a visit to the Montage Cay project or the Montage Sales Gallery.
- C. We will verify if there is any conflict in our database.
- D. Each valid registered client and their agent will be assigned to a Residential Specialist and entered into the Montage database, with the agent’s name being assigned to the record. In the event the agent is not on-site when the registration is made, the assigned Residential Specialist will be required to establish contact with the agent to discuss helpful background information about the prospect.
- E. Once a client is registered and confirmed by a Residential Specialist or Montage Cay team member, you will earn a commission of 2.5%, subject to the following:
 1. The execution of the Montage Cay Broker Marketing and Referral Agreement (“Referral Agreement”).
 2. Buyer and seller have executed a Montage Cay Community Purchase Agreement (“Purchase Agreement”) on the project that successfully closes escrow, as provided for in the Purchase Agreement.
 3. The buyer’s choice of which agent they choose to represent them in the purchase of the property.
 4. A period of not more than 6 months has passed since the original registration date of the client, or, if under contract, upon closing, as described in Section E.2. above.
- F. The 2.5% commission will be paid pursuant to the commission schedule described in Section 7 of the Referral Agreement.

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CO-OPERATING BROKER PROGRAM MARKETING GUIDELINES

We value agents' existing relationships and those relationships that the agent develops in the normal course of doing business. Our objective is to make it easy for you to share our project to your existing database. This is achieved by providing you with approved high-quality marketing collateral, renderings, images, and language regarding the project. As a part of our program, we require that you follow these guidelines when working with us:

- A. Information that is made available to the public through agents marketing tools, such as but not limited to, website, videos, or printed materials must be accurate. In the event there is inaccurate information or misuse of materials, we will require an update or deletion of such information at our request immediately. We always recommend involving us earlier than later to verify accuracy.
 - B. Use by agents of promotional materials must be approved by Montage Residential Real Estate in advance of being made public.
 - C. Project specific websites will not be permitted. The materials provided in the Broker Toolkit have been approved by Montage Residential Real Estate and can be used to promote the project.
- By checking this box, Broker acknowledges that Broker does not have the right to any brand license or intellectual property of the brand names referenced herein.

Broker / Agent Signature _____

Date _____

License # _____

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