



# SALES SUMMIT

Nov. 1 - 30, 2020

**Avida**  
**UNDAUNTED @**



# BUYER

RS from Nov. 1 - 23	RS-CS Discount	RS-BS Discount & Gift Item		
	CS documents and dated 1st DP must be submitted on or before	BS documents and dated 10% DP must be submitted on or before		
	30 days from RS Date	Nov-23	Nov-30	Dec-11
	Committed in 30 days	Booked on or before Nov 25	Booked on or before Nov 30	Booked on or before Dec 15
Gross Selling Price		AS MUCH AS 300,000	AS MUCH AS 300,000	AS MUCH AS 200,000
Below - 1,500,000	5,000	<u>Cash discount</u>	<u>Cash discount</u>	<u>Cash discount</u>
1,500,001 - 3,000,000	7,000	15k per million	15k per million	10k per million
3,000,001 - 5,000,000	10,000	<b>Plus</b>	<b>Plus</b>	<b>Plus</b>
5,000,001 - 7,000,000	15,000	<u>GC Reward</u>	<u>GC Reward</u>	<u>GC Reward</u>
7,000,001 - 14,000,000	20,000	10k per million	10k per million	3k per million
14,000,001 - above	30,000	<b>Plus</b>		
		<u>BS Gift</u>		
		1 cellphone (for every unit)		
		*Cash Discount max. 180K		*Cash Discount max. 170K
		*GC Reward max. 120K		*GC Reward max. 30K
		*50% discount & worth of GC for less than 1M		

RS from Nov. 24 - 30	RS-CS Discount	RS-BS Discount & Gift Item
	CS documents and dated 1st DP must be submitted on or before	BS documents and dated 10% DP must be submitted on or before
	30 days from RS Date	Dec-11
	Committed in 30 days	Booked on or before Dec 15
Gross Selling Price		AS MUCH AS 300,000
Below - 1,500,000	5,000	<u>Cash discount</u>
1,500,001 - 3,000,000	7,000	15k per million
3,000,001 - 5,000,000	10,000	<b>Plus</b>
5,000,001 - 7,000,000	15,000	<u>GC Reward</u>
7,000,001 - 14,000,000	20,000	10k per million
14,000,001 - above	30,000	
		*Cash Discount max. 180K
		*GC Reward max. 120K
		*50% discount & worth of GC for less than 1M

# Buyer's Discount & GC Promo Mechanics

- 1 Reservation within the Promo Period indicated in the table
- 2 Discount and GC are based on Gross Selling Price
- 3 Complete CS/BS requirements must be submitted on or before due date
- 4 All conditions stated in the promo table must be complied based on the indicated cut-off to avail of the corresponding promo discount values
- 5 Applicable for P20K and above reservation fee
- 6 Discount will be deducted from the Gross Selling Price
- 7 This promo is applicable to all projects except for the following;
  - a. OPD, Capital House, Commercial Lots
  - b. AT Sanlo, ATSL, ATMW
  - c. ATA
  - d. AVCN, REN, ASNU, APSN lot only, Woodhill lot only
  - e. Centrio
  - f. Altaraza
  - g. Baypoint Lot
- 8 Promo is **not** applicable to the following;
  - a. Parking Units
  - b. Accounts with requests of transfer of unit, change of ownership beyond 45 days
  - c. Bulk accounts with special requests (additional discount or any special arrangement)  
will not be entitled to this promo

## **BS Documents:**

### *Individual:*

1. Payment
2. Valid ID
3. Validated 1904
4. Income documents
5. Credit Life Insurance
6. Proof of Mailing
7. Signed CTS

*(except for accounts generated from Site Offices and Int'l.)*

8. Bank Guaranty (if applicable)
9. Legal Documents (if applicable)

### *Corporations:*

1. Secretary's Certificate
2. Corporate Documents

# BS Gift Promo Mechanics (Buyer)

- 1 Reservations from Nov. 1 - 23, 2020
- 2 BS Documents and payments must be submitted as indicated in the table
- 3 Account must be tagged as booked as indicated in the table
- 4 Applicable to all units
  - BS Gift : Cellphone or Gift Certificates of equivalent value*
- 5 Applicable to all units, except parking units
- 6 Qualified accounts will be notified once payment is cleared and account is officially tagged as booked
- 7 Corresponding points will be awarded per qualified accounts
  - 6,000 pts. - Cellphone or Gift Certificates of equivalent value*
- 8 Payment must be updated at the time of redemption
- 9 Redemption of gift item is thru Avail.at



# RS *UNAHAN!*

November RS	Incentive per SBU
1 <sup>st</sup> 10 units	10,000 worth of Gift Certificates
Next 10 units	5,000 worth of Gift Certificates
Next 30 units	1,500 worth of Gift Certificates

# RS UNAHEAD!

## Mechanics

Promo Period	Reservations from November 1-30, 2020
Account entitlement	RA and RF submitted to PSC/SOA
Seller entitlement	Direct Seller or Individual Broker only
Qualification	Reserve within the promo duration Queueing is upon reservation of the account Accounts must be converted based on promo table
Procedure	Account must be officially reserved during promo period Applicable for P20K RF and up Seller can get an incentive based on the allocation (first-come, first-serve basis) All bulk accounts, regardless of its nature, can avail of up to 3 slots only during promo cut off RE-RS and parking units are not included Each SBU has an allocation of 50 slots per month
Release of Incentive	Prizes may be claimed upon CS/BS tagging of account and clearance of applicable payment Redemption of gift certificates is thru Avail.at Unclaimed items after 60 days from date of notification will be forfeited

RS from Nov. 1 - 23	RS-CS Incentive	RS-BS Incentive		
	CS documents and dated 1st DP must be submitted on or before	BS documents and dated 10% DP must be submitted on or before		
	30 days from RS Date	Nov-23	Nov-30	Dec-11
	Committed in 30 days	Booked on or before Nov 25	Booked on or before Nov 30	Booked on or before Dec 15
Gross Selling Price		AS MUCH AS 300,000	AS MUCH AS 300,000	AS MUCH AS 200,000
Below - 1,500,000	5,000	<u>Cash incentive</u>	<u>Cash incentive</u>	<u>Cash incentive</u>
1,500,001 - 3,000,000	7,000	30k per million	30k per million	20k per million
3,000,001 - 5,000,000	10,000	<b>Plus</b>		
5,000,001 - 7,000,000	15,000	<u>BS Gift</u>		
7,000,001 - 14,000,000	20,000	1 cellphone for every 2 booked		
14,000,001 - above	30,000	units until Dec. 15		
		*Max. 300K		*Max. 200K
		*50% incentive for less than 1M		

RS from Nov. 24 - 30	RS-CS Incentive	RS-BS Incentive
	CS documents and dated 1st DP must be submitted on or before	BS documents and dated 10% DP must be submitted on or before
	30 days from RS Date	Dec-11
	Committed in 30 days	Booked on or before Dec 15
Gross Selling Price		AS MUCH AS 300,000
Below - 1,500,000	5,000	<u>Cash incentive</u>
1,500,001 - 3,000,000	7,000	30k per million
3,000,001 - 5,000,000	10,000	
5,000,001 - 7,000,000	15,000	
7,000,001 - 14,000,000	20,000	
14,000,001 - above	30,000	
		*Max. 300K
		*50% incentive for less than 1M

# Seller's Promo Mechanics

- 1 Reservation within the Promo Period indicated in the table
- 2 Incentive is based on Gross Selling Price
- 3 Complete CS/BS requirements must be submitted on or before due date
- 4 All conditions stated in the promo table must be complied based on the indicated cut-off to avail of the corresponding promo incentive values
- 5 Applicable for P20K and above reservation fee
- 6 50% of Cash value is applicable to following projects;

- a. OPD, Capital House, Commercial Lots
- b. AT Sanlo, ATSL, ATMW
- c. ATA
- d. AVCN, REN, ASNU, APSN lot only, Woodhill lot only
- e. Centrio
- f. Altaraza
- g. Baypoint Lot

Promo is not applicable to the following;

- 7 a. Parking Units
- b. Re-RS accounts
- c. Accounts with requests of transfer of unit, change of ownership beyond 45 days
- d. Bulk accounts with special requests (additional discount or any special arrangement) will not be entitled to this promo

## **BS Documents:**

### *Individual:*

1. Payment
2. Valid ID
3. Validated 1904
4. Income documents
5. Credit Life Insurance
6. Proof of Mailing
7. Signed CTS

*(except for accounts generated from Site Offices and Int'l.)*

8. Bank Guaranty (if applicable)
9. Legal Documents (if applicable)

### *Corporations:*

1. Secretary's Certificate
2. Corporate Documents



# BS Gift Promo Mechanics (Seller)

- 1 Reservations from Sept. 1 - Nov. 30, 2020
- 2 BS Documents and payments must be submitted as indicated in the table
- 3 Account must be tagged as booked on or before Dec. 15, 2020
- 4 Minimum of 2 booked units within the promo period
  - BS Gift : Cellphone or Gift Certificates of equivalent value*
  - \*Every 2 booked units until Oct. 30 shall have the laptop as BS Gift*
  - \*Single booked unit starting Sept. may be counted as part of Nov. promo to achieve min. requirement of 2 booked units*
- 5 Applicable to all units, except parking units
- 6 Applicable to accounts with P20K and above reservation fee
- 7 Qualified accounts will be notified once payment is cleared and account is officially tagged as booked
- 8 Corresponding points will be awarded per qualified accounts
  - 6,000 pts. - Cellphone or Gift Certificates of equivalent value*
- 9 Payment must be updated at the time of redemption
- 10 Redemption of gift item is thru Avail.at



# READY TO

