

**INTEROFFICE MEMORANDUM**

Ref #: PD-20-02-044

DATE : 2/26/2020  
 TO : FCO / SALES MANAGEMENT  
 FROM : PROJECT DEVELOPMENT  
 CC : ARA / BUSINESS PROCESS  
 RE : 2020 – YEAR ROUND INCENTIVE PROGRAM  
 (2<sup>nd</sup> QUARTER)

In reference to memo PD-13-11-047 dated November 27, 2013 regarding point system, kindly be informed of the new point system effective **2<sup>nd</sup> Quarter of 2020 (March 1, 2020 to May 31, 2020)**.

Peso Value x 1		Peso Value x 1.25	Peso Value x 1.5	
ACP	FLT	RAP	ATR	AVB
AGP	FLN	RFR	DGC	EOM
ALD	FWT	RPR	IFT	HGC
ALR	IVW	RWP	MAV	IRM
ASR	KGR	SAT	TRW	LEV
ARP	KLH	SGR	VRP	LVM
AST	LMR	SON	WPH	MAP
BLT	LVR	SOR		MPR
BRT	MGP 1,2 & 3	SPR		MSH
BSR	MIR	SLP		PG
BWD	MLP	SRT		RGC
BXP	MPP	TAM		RRC
CAR	MRP	TDM		SLH
CEC	OCP	TGR		TCP
CEL	OHR	VRR		VAH
CLP	OP	VWR		VDL
CRE	ORA	WLH		
CT	ORI	ZNT		
ERG	ORR			
ERI	PMR			

**Above pointing system is not applicable to parking slots.** Additional points will be given to sale of parking slots for the following projects, to wit;

ARP, ASR, BWD, BRT, CEL, CLP, DGC, EOM, FLT, HGC, IVW, IFT, LVM, LMR, MAV, MIR, MLP, MPR, OCP, ORA, PG, PMR, RAP, RPR, SOR, TGR, TRW, VDL, TDM, SAT, SLP, SRT, VRR, VRP, VWR and ZNT (Parking Slots)	<b>Peso Value x 2.0</b>
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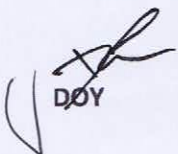
Furthermore, added points will be applied (on top of above points) for sales coming from the following:

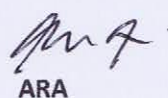
ARP, ASR, ATR, BWD, BRT, CEL, CLP, DGC, EOM, FLT, FWT, HGC, IFT, IVW, KGR, LEV, LMR, LVM, MAV, MIR, MLP, MPR, OCP, ORA, PG, PMR, RAP, SOR, TGR, TRW, VDL, TDM, SAT, SRT, VRR, VRP, VWR, and ZNT (Unit sold together with parking slot at the same time)	<b>Peso Value x 1.5</b>
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For management approval.

Recommended by:

Approved by:

  
DOY

  
ARA