

ALIANA® 2018 REALTOR® REWARDS

NEW HOME CLOSINGS THREE-TIER REWARDS PROGRAM

Winners, pack your bags!

REALTOR CLOSING REWARDS ALL REALTORS CAN WIN THROUGH DECEMBER 31, 2018.

FIRST CLOSING
\$250
CASH

SECOND CLOSING
\$500
CASH

THIRD CLOSING
\$1,000
CASH

FOUR OR MORE CLOSINGS
\$1,500
CASH

QUARTERLY TOP PRODUCERS - WIN AMAZING TRIPS!

Each quarterly winner is selected based on the most new homes closed for that period. Points start over each quarter, so everyone gets a chance to win! Tiebreaker will be the highest sales price of cumulative home closings (within the specified quarter dates: 1st quarter - January 1 to March 31, 2nd quarter - April 1 to June 30, 3rd quarter - July 1 to September 30, 4th quarter - October 1 to December 31).



1ST QUARTER
Lake Tahoe, Nevada



2ND QUARTER
Seattle, Washington



3RD QUARTER
Niagara Falls, New York



4TH QUARTER
Chicago, Illinois

GRAND GIFT FOR THE TOP PRODUCER!

The Top Producing REALTOR of the year will receive an exciting cruise for two held during April of 2019. Caribbean location and dates to be announced.

ROYAL CARIBBEAN® CRUISE



FOR COMPLETE DETAILS, VISIT ALIANAHOUSTON.COM

All rights reserved. All dates are specified and non-changing. *Grand Gift can only be received during time offered and is not redeemable for cash or any other values of any kind or at any other date. Aliana® is not responsible for any spending cash, cost of excursions, tips or on-shore meals. Offers and incentives are void where prohibited or otherwise restricted by law. All information (including, but not limited to price, availability, incentives, features, standards and options assessments and fees, planned amenities, programs, conceptual artist's renderings and photos) is not guaranteed and remains subject to change or delay without notice. Terms, conditions and incentives may vary. This is valid only on new homes closed in Aliana® from Jan. 1, 2018 to Dec. 31, 2018. Please see website for complete details and rules. Aliana® reserves the right to amend or cancel this or any other program at any time without notice. Inclusions in the base price of your Royal Caribbean cruise are listed at <http://included.royalcaribbean.com>. Condition of carriage is governed by Royal Caribbean Cruise Line's "Cruise/CruiseTour Ticket Contract" and is a PDF document at <http://condition.royalcaribbean.com>. Royal Caribbean Passenger Bill of Rights is governed by the Cruise Lines International Association's "International Cruise Line Passenger Bill of Rights" PDF at <http://rights.royalcaribbean.com>. In accordance with Texas Occupations Code Sec. 1101.651(b), all broker's fees, including BTSAs, are payable to a real estate broker directly and not to a licensed salesperson.

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ALIANA 2018 REALTOR® REWARDS LEGAL DISCLAIMERS & RULES

1. 2018 Closings Rewards offered:

- a. First closing: \$250 • Second closing: \$500 • Third closing: \$1000 • Fourth + closing: \$1500
- b. To receive a closing reward, quarterly trip or Grand Gift, the Tax Form W-9 must be filled out and submitted to Aliana Development Company business office, attention Rivers LeGrand at riversl@alianadevelopment.com. Winners are responsible for payment of any applicable taxes.
- c. Gift is only offered to the individual Realtor that is named on the closing statement. Gift may not be transferred to another substitute Realtor or other person who is not the Realtor on the closing statements.
- d. A Realtor's reward will be forfeited if the Realtor does not respond to the congratulatory email with their broker W-9 by the Reward Deadline specified below:
 - FIRST QUARTER REALTOR REWARD DEADLINE IS APRIL 30, 2018.
Realtors who close on a new home between January 1 - March 31, 2018 must claim their reward before the April 30, 2018 expiration date.
 - SECOND QUARTER REALTOR REWARD DEADLINE IS JULY 31, 2018.
Realtors who close on a new home between April 1 and June 30, 2018 must claim their reward before the July 31, 2018 expiration date.
 - THIRD QUARTER REALTOR REWARD DEADLINE IS OCTOBER 31, 2018.
Realtors who close on a new home between July 1 - September 30, 2018 must claim their reward before the October 31, 2018 expiration date.
 - FOURTH QUARTER REALTOR REWARD DEADLINE IS JANUARY 15, 2019.
Realtors who close on a new home between October 1 - December 31, 2018 must claim their reward before the January 15, 2019 expiration date.

2. Quarterly Top Producers

- a. Quarterly top producer: a Realtor who has CLOSED the most new homes within a calendar quarter of 2018.
- b. Quarterly top producer reward will be awarded to the Realtor + one guest age 21 and older with the advertised trip for that quarter.
- c. Quarterly top producer tiebreaker will be the highest sales price of cumulative home closings within the specified quarter.
- d. Trips for quarterly top producers do not include spending money, tips or additional meals.
- e. All Prizes must be accepted in writing via email by (winner) within 30 days for 1Q-3Q winners and within 15 days for 4Q winner of notification, or forfeit prize.
- f. Dates of each quarter and trips are as follows:

First Quarter	January 1 - March 31, 2018	Lake Tahoe, Nevada
Second Quarter	April 1 - June 30, 2018	Seattle, Washington
Third Quarter	July 1 - September 30, 2018	Niagara Falls, New York
Fourth Quarter	October 1 - December 31, 2018	Chicago, Illinois

3. Overall Top Producer - Grand Gift

- a. Overall top producer: REALTOR who closed the most new homes within the 2018 calendar year.
- b. Top producing Realtor will be offered a one time only Grand Gift for themselves + one guest age 21 and older.
- c. Only one Grand Gift will be awarded to a Realtor.
- d. Grand Gift can only be received during the time offered and is not redeemable for cash or any other value of any kind or on any other date. Gift will be offered to the top producer of 2018, location and dates to be announced upon winning. Gift does not include spending money, cost of excursions, tips or meals.
- e. Grand Gift will only be awarded during the first quarter of 2019, and only traveled during the second quarter of 2019.
- f. Grand gift is a one-time offer and will be deemed completed and final once presented.
- g. Grand Gift must be accepted in writing via email by (winner) within 10 days of notification, or forfeit prize.
- h. If a Realtor declines the Grand Gift, Realtor will be asked to sign a document stating the gift was offered but declined.
- i. Upon receiving and accepting Grand Gift Offer, winner must accept and comply with all rules and regulations from Aliana® and Kings Crossing Travel.

4. Kings Crossing Travel is the agency of record for all awarded trips

- a. Contact: Pamela Silverwise, 281-360-3007 or Pamela@kingscrossingtravel.com.
- b. Value of quarterly trip can be held with Kings Crossing Travel Agency no longer than one year after receiving reward.
- c. Kings Crossing Travel Agency can re-work quarterly trips (but not exceeding the value amount received for pre-paid trip):
 - I. By taking a trip to a different destination of same value
 - II. By taking several smaller trips equal to overall value
 - III. By taking the trip at another time
 - IV. By adding your own funds and taking a larger trip
 - V. By cash value less the 20% Kings Crossings Travel Agency Fee

Kings Crossing Travel Agency: Prices quoted are per couple based on double occupancy the months that trips are being promoted, are not retroactive and are subject to limited availability. Prices may vary and may be higher depending on actual day/date traveled and hotel selected. Hotel charges such as energy surcharge, baggage handling, crib, and rollaway costs may apply and are payable directly to hotel. For cruises, fuel supplement charges may apply. Tipping is not included. Various cancellation penalties, payment requirements and holiday/weekend/special event surcharges may apply. All rates are subject to change with or without notice. Please contact Pamela Silverwise at Kings Crossing Travel, 281-360-3007, for additional restrictions and information.

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