

Channel Partner (CP) Source Credit Process – Points to Remember

- CP can create a new lead for a project, even if the same lead exists in another project
- CP should accompany Walk-in (customer) during his/her 1st Site Visit
- Mandatory items for a CP booking as part of booking application
 - Source Authentication Form(SAF) – To be filled and Signed only by Applicant or Co-Applicant
 - CP seal with Signature should be mandatory on the day of booking itself on SAF
 - Signature of the Closing Manager
- If CP can bring proof of prior (before Walk-in date) communication/sourcing effort between customer and CP – Attach copy of the communication proof along with SAF
- CP Commission Pay-out schedule will be as below
 - 50% Commission - After 5% Collection from Customer
 - 50% Commission - After 10% Collection from customer or After agreement (Whichever is earlier)
- Commission payments will be made within 45 days from the date of Invoice submission to Shriram Properties Ltd.
- Once a CP customer has booked a unit, Shriram Properties Ltd. reserves the right to approach the customer for future referral/loyalty business.
 - *CP will not be eligible for any commission from this referral/loyalty business*
- The Source Credit decision would be made on the following:
 - In case of a new lead, the CP would be eligible to get the Commission, based on confirmation by the Customer and the outcome of Source Approval process.
 - In case the lead already exists in Shriram's database, the CP will be encouraged to bring the Walk-In to the Site. On successful booking, the CP would get the credit based on confirmation by the Customer and the outcome of Source Approval process.
 - In case of source conflict, Shriram Properties Ltd. will follow an internal Source Approval process and the management decision would be final and binding.
- This is just an indicative list of points. Management has the right to withdraw or change the terms at any time, without assigning any reason whatsoever.