



Buyer Agents



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Weaver Capital deal with a variety of agents that source buyers for our products

Our intention is to consistently expand our buyers portfolio, but with a maximum of one agent between us and the ultimate buyer of the product.

This is important since we often have to reward both sourcing partners and buyer agents, and too many involved parties will thus make the transaction unprofitable. Our approach is as follows :

- ▶ Individuals and companies that provide a number -which leads down a channel to a buyer - will receive a lead bonus in the event that the number leads to a transaction

- ▶ Groups that source a buyer, will qualify for a percentage of the profits and will have to reward their own network from such percentage of profit that is agreed to no more than 10 % of the particular contract profits, unless substantial existing relationships and value add can be qualified.
- ▶ Failed transactions will result in zero commission or lead bonuses being paid
- ▶ Poor qualification leading to deal failure will lead to disqualification of the agent

Chris Scholtz

Weaver Capital (Pty) Ltd

079 360 5903