



YOURZONE SALES AGENT / SELF EMPLOYMENT IN YOUR AREA 2021

A simple form of generating replicated Sales in your area:

TEAM / Together Everyone Achieves More

Memorandum of Understanding Agreement:



IESHAHOMES Display/ Studielle Granny Flat / Raleigh-Bellingen NSW 2454

Interpretation & Definitions

The “**IESHAHOMES**” is the person or corporation that owns the trade-marks and business model.

The “**YourZone Sales Agent**” is the person or Corporation that operates using the trade-marks and business model system for the Sales Agency for replicated sales from the **IESHAHOMES**. This provides an option FREE for buyers that are self-employed and can assist with replicated sales.

Please be advised:

- **This is not a franchise and no fees or costs are required apart from admin.** Agent Terms and Conditions will apply. *This a managed shared opportunity.*
- IESHAHOMES will market nationwide and locally as a whole (at our cost) and generate sales accordingly AND Your Zone Sales Agent will market local in their designated zone/Area but only generate sales in their zone. YourZone is Assisting sales and the business a zone generates is replicated sales.

All easy process, forms and pack plus training provided.

- To be a Sales Agent you will need to purchase either a Studielle Granny Flat or a Studio or home office from IESHAHOMES. This is your asset and ownership. (IESHAHOMES suggest you use it to rent out or service Air B and B for several days of the week) and use it as an IESHAHOMES display at other times. *This will increase enquiries.* Note:
- As a Sales Agent you get to the point of sale from using your display and in your area designated, you will be paid \$3500 for each replicated sale you generate.
- IESHAHOMES and Sales Agents work together to service enquiries, generate sales and provide a buying, delivery and building service experience that is efficient, simple and friendly. We have a great range of 5 star module engineered homes and they will sell themselves.
- IESHAHOMES will provide a simple selling kit for all agents consisting of a enquiry and check list document, An Iesha Tiny Home Pack doc and our range plans. In addition, a sales agreement. All can also be accessed via our web site www.ieshahomes.com.au

NOTE:

“Selling is a simple” as making people aware and allowing them to view the display, let them make their own minds up. Quality and 5 star product will be of consumer interest compared to other suppliers of tiny homes and studio’s. IESHAHOMES will provide all the support needed.

Non-Disclosure: *(this needs to be signed and is only for confidentiality purposes).*

Non-Disclosure / Confidential Information:

THIS AGREEMENT is made
on _____

BETWEEN:

1. Iesha Bellinggen PTY LTD, (the Disclosing Party)

; and

2. _____, (the Receiving Party),

collectively referred to as the Parties.

RECITALS

A. The Receiving Party understands that the Disclosing Party has disclosed or may disclose information relating to source code, product designs, art, and other related concepts, which to the extent previously, presently, or subsequently disclosed to the Receiving Party is hereinafter referred to as Proprietary Information of the Disclosing Party.

OPERATIVE PROVISIONS

1. In consideration of the disclosure of Proprietary Information by the Disclosing Party, the Receiving Party hereby agrees: (i) to hold the Proprietary Information in strict confidence and to take all reasonable precautions to protect such Proprietary Information (including, without limitation, all precautions the Receiving Party employs with respect to its own confidential materials), (ii) not to disclose any such Proprietary Information or any information derived therefrom to any third person, (iii) not to make any use whatsoever at any time of such Proprietary Information except to evaluate internally its relationship with the Disclosing Party, and (iv) not to copy or reverse engineer any such Proprietary Information. The Receiving Party shall procure that its employees, agents and sub-contractors to whom Proprietary Information is disclosed or who have access to Proprietary Information sign a nondisclosure or similar agreement in content substantially similar to this Agreement.

CONTINUED NDA....

2. Without granting any right or license, the Disclosing Party agrees that the foregoing shall not apply with respect to any information after five years following the disclosure thereof or any information that the Receiving Party can document (i) is or becomes (through no improper action or inaction by the Receiving Party or any affiliate, agent, consultant or employee) generally available to the public, or (ii) was in its possession or known by it prior to receipt from the Disclosing Party as evidenced in writing, except to the extent that such information was unlawfully appropriated, or (iii) was rightfully disclosed to it by a third party, or (iv) was independently developed without use of any Proprietary Information of the Disclosing Party. The Receiving Party may make disclosures required by law or court order provided the Receiving Party uses diligent reasonable efforts to limit disclosure and has allowed the Disclosing Party to seek a protective order.
3. Immediately upon the written request by the Disclosing Party at any time, the Receiving Party will return to the Disclosing Party all Proprietary Information and all documents or media containing any such Proprietary Information and any and all copies or extracts thereof, save that where such Proprietary Information is a form incapable of return or has been copied or transcribed into another document, it shall be destroyed or erased, as appropriate.
4. The Receiving Party understands that nothing herein (i) requires the disclosure of any Proprietary Information or (ii) requires the Disclosing Party to proceed with any transaction or relationship.
5. The Receiving Party further acknowledges and agrees that no representation or warranty, express or implied, is or will be made, and no responsibility or liability is or will be accepted by the Disclosing Party, or by any of its respective directors, officers, employees, agents or advisers, as to, or in relation to, the accuracy or completeness of any Proprietary Information made available to the Receiving Party or its advisers; it is responsible for making its own evaluation of such Proprietary Information.
6. The failure of either party to enforce its rights under this Agreement at any time for any period shall not be construed as a waiver of such rights. If any part, term or provision of this Agreement is held to be illegal or unenforceable neither the validity, nor enforceability of the remainder of this Agreement shall be affected. Neither Party shall assign or transfer all or any part of its rights under this Agreement without the consent of the other Party. This Agreement may not be amended for any other reason without the prior written agreement of both Parties. This Agreement constitutes the entire understanding between the Parties relating to the subject matter hereof unless any representation or warranty made about this Agreement was made fraudulently and, save as may be expressly referred to or referenced herein, supersedes all prior representations, writings, negotiations or understandings with respect hereto.

CONTINUED NDA....

7. This Agreement shall be governed by the laws of the jurisdiction in which the Disclosing Party is located (or if the Disclosing Party is based in more than one country, the country in which its headquarters are located) (the Territory) and the parties agree to submit disputes arising out of or in connection with this Agreement to the non-exclusive of the courts in the Territory.

Signed, Sealed, Delivered between:

the Disclosing Party

Iesha Bellinggen PTY LTD
Jon Benelle - Director

the Receiving Party

Company or Personal Name:

Name of Person or representative:

.....
Sign

Dated:

Quick Overview:

IESHAHOMES:

Manufacture a range of 5 Star Modern material, Architectural Tiny Homes, Module Homes and Home Office and studios. Our designs are all engineered (Galvanised and powder coated box steel system) forming the steel sub-floor and frame of the dwellings. Each module from of range can connect to the other so you can start small and grow your home, granny flat, home office and or studio according to your requirements and budget. All IESHAHOMES are available in ground or 1 story. Additional modules include veranda's, decks and additional rooms.

EG: what we sell:

Studielle Granny Flat = \$89'000 (5 star) and has 2 lockable rooms. If you get the 1 story, you double your space for an extra \$18k. This then can be enclosed for extra rooms or a garage, again if locked up it will add to the value or it can be used as space and a carport.

Any additional dwellings put on an existing property will increase the property's value.

Our Services:

IESHAHOMES supply Pre-built and or Flat Packed manufactured homes and studios. IESHAHOMES offer full build and or build assist and spare part services. IESHAHOMES can be small or adjoined so to cater for module growth and or larger spaced homes.

Our Displays:

IESHAHOMES is 8 years old and operates in both Australia and New Zealand. Displays can be viewed at 2 Bayldon Dr, Raleigh, NSW 2454 (Studielle Granny Flat) (Near Bellingen) and at 14 Young St, Bowraville (Qld house and Granny Flat) which is near Nambucca Heads and Macksville.

5 STAR PERFORMANCE IESHAHOMES



Ieshahomes is an 8-year old building company that designs and builds engineered granny flats, home offices and studio pods. ALL OUR RANGE IS SUPER TOUGH, hi performing and no to very low maintenance. All are 5-star rated.

-
1. Thermal & Climate
 2. Seismic & Earthquake
 3. Cyclone/Hurricane/Storm
 4. Flood
 5. Fire/Termite

TOUGH MODERN SMART



IESHAHOMES:

- ✓ **Modular** connect multiple floor plans together and expand your home with ease.
- ✓ **Small Homes & Studio's** that make for great extra space as well as rental and commercial opportunities.
- ✓ **Modern Materials** sleek, minimalist design using engineered steel and modern materials.
- ✓ **Pre-built** PODS delivered to your site and assembled by our team in 1-3 days.
- ✓ **Flatpack** PODS built on site in 21 days.

Quick Overview:

IESHAHOMES / Iesha Bellingin Pty Ltd
623 Promise Land Rd, Gleniffer, NSW 2454, Australia.
0412 757 385
jon@ieshahomes.com.au
www.ieshahomes.com.au

The IESHAHOMES Module Range:

Studielle Granny Flat

- . Ground Level (600mm off ground) - 6m x 3.4m
- . 2.6m (level 1) - 6m x 3.4m
- . Roofed Veranda (optional)
- . 2m x 3m Open or enclosed with windows and door)

Home Office Studio

- . Ground Level (600mm off ground) - 4m x 3.4m
- . 2.6m (level 1) - 4m x 3.4m
- . Roofed Veranda (optional)
- . 2m x 3m Open or enclosed with windows and door)

Studio

- . Ground Level (600mm off ground) - 4m x 3.4m
- . 2.6m (level 1) - 4m x 3.4m
- . Roofed Veranda (optional)
- . 2m x 3m Open or enclosed with windows and door)

The Module Extras:

- . 3 x 4 -meter Additional Room
- . A 3m Deck
- . A 6m Deck
- . A 3-meter Veranda
- . A 6-meter Veranda
- . Veranda enclosure Pack

- SERVICES:

- Sales
- Build
- Flat-Pack
- Build Assist
- Spare Components/Parts

YourZone Sales Agent Overview:

YourZone Sales Agent is a business incentive model that allows IESHAHOMES distribution & display to be rolled out over a broader area quickly and therefore capturing market presence and a market foot hold as such. In addition, incentive to allow **YourZone Sales Agent** make replicated sales of our Tiny homes, home offices and studios to make some additional income just for buying and displaying an IESHAHOME small home. This is aimed at people who are in the market for a new dwelling anyway and or someone whom is interested in self-employment.

IESHAHOMES provides a zone, the zone becomes an area for the **YourZone Sales Agent** and a friendly agreement is required to be signed between IESHAHOMES and the agent. **YourZone Sales Agent** purchases a Studielle Granny Flat or Office/Studio (you fully own). Both IESHAHOMES & **YourZone Sales Agent** market/promote the designated zones together.

You build up YourZone Sales Agent business by generating replicated sales in your zone, this valuates YourZone business and ROI (return on investment).

Potential Income Streams:

1. Sales commissions
2. Air B and B or rental
3. YourZone business zone

NOTE: You get Immediate Security and ownership of your IESHAHOMES Granny Flat or Studio:

YourZone Sales Agent

Studielle Granny Flat is yours, there is no other fees (except) admin and marketing contributions you manage (no further payments to IESHAHOMES).

YourZone Sales Agent

will have a place to put the Studielle Granny Flat/Office studio Display

The YourZone Sales Agent

Price is \$85'000 which is the cost of the Studielle Granny Flat. *You will need to allow for additional building costs pending land type and access and specific requirements.*

YourZone Sales Agent

DEAL directly with IESHAHOMES, we deal with everyone and manage support and supply and build/flat-pack. IESHAHOMES provides all warranties and deals with clients once a sale has been generated.

The YourZone Sales Agent

displays the dwelling they purchased. (Preferable Weekends)

YourZone Sales Agent

Enquires are administrated (by using IESHAHOMES YourZone Sales Agent pack) and showing the display and liaising with IESHAHOMES, this is how sales are generated. *Agents get sales ready, IESHAHOMES dose the rest.*

Continued: YourZone Sales Agent Overview:

IESHAHOMES supplies the customer with the dwelling option as per there requirements and fixed price generated prior.

The YourZone Sales Agent owner receives \$3500 for the sale generated by display or any sale in their area that they generated.

YourZone Sales Agent repeat this.

During other times you can rent out to Air B and B. or lease.

There are no hidden fees and we all work together as a group. Agreements are flexible, fair but managed and ruled by IESHAHOMES.

NOTE: IESHAHOMES provide all the support required and keep it simple.

WHAT IS YourZone Sales Agent?



YourZone Sales Agent is a Self-Employment/ business option or additional return incentive (or simply **YourZone Sales Agent**) is an initiative to generate wider interest and sales of Ieshahomes modular range of small homes, home offices and studios. Ieshahomes is looking to team up with '**YourZone Sales Agents**, people who are interested in purchasing a small home or studio and receiving thereafter an on-gong commission (\$3500) for each sale of a granny flat or home office or studio a **YourZone Sales Agent** generates from display and marketing.

WHAT ARE ZONES?

A **YourZone Sales Agent zone** is an allocated Shire/Region/area in which the purchased display home by the **YourZone Sales Agent is granted. YourZone Sales Agents** must then secure their purchased Granny flat or studio will be displayed in there granted area. The **YourZone Sales Agent zone** will be marketed by both IESHAHOMES and **YourZone Sales Agent**. Once you have secured a zone, it is yours for 2 years.

WHAT IS THE ROLE OF A 'ZONE OWNER'?

DISPLAY AND MARKET

USE IESHAHOMES BUSINESS MODEL (PROCESS) * ADMINISTRATION

REPRESENT THEMSELVES AS A PROFESSIONAL IESHAHOMES AGENT

GENERATE INTERESTS AND SALES

PROMOTE AND GENERATE AWARENESS TO THE GENRAL PUBLIC

A **YourZone Sales Agent** will work together with Ieshahomes to establish and generate sales by purchasing (a) display home to be constructed in their dedicated zone and land they have. This display home is owned entirely by the purchaser / **YourZone Sales Agent** Owner. The **YourZone Sales Agent** will market locally and follow up on leads generated by both themselves and IESHAHOMES. **YourZone Sales Agent** will use the documentation forms provided and follow the administration and process steps in accordance with IESHAHOMES. As a **YourZone Sales Agent** you must at all times represent IESHAHOMES professionally at all times. **YourZone Sales Agents** need to provide and manage all business and clients using good communication skills and insuring reliability and confidence. The agent must take the client through the process and provide IESHAHOMES with the documentation accordingly.

YourZone Sales Agent Basic Process in a nut -shell:

1. Purchases a Studielle Granny Flat or Home Office / Studio display home.
2. Sign an MoU agreement between IESHAHOMES and themselves.
3. IESHAHOMES and **YourZone Sales Agent** Markets the display home locally (Ieshahomes will provide **YourZone Sales Agent** Owners with leads to help them market locally in their zone). All leads will go to area agent from both parties the **YourZone Sales Agent and IESHAHOMES**.
4. Follow the simple procedure to generate enquiries / sales replications of your own Granny Flat or Home Office and or studio. *Terms and Conditions Apply*. You will be provided with an operational doc overview and how to administrate.
5. **YourZone Sales Agent** receives \$3500 for each sale generated from their display home. (A sale must be fully paid to receive the commission payment).



leshahomes process: “working together”

1. Manufactures display homes and range in Coffs Harbour NSW/Syd/Bris
2. Delivers display home to **YourZone Sales Agent**
3. Builds display home on **YourZone Sales Agent** property or property leased by **YourZone Sales Agent**.
4. Markets the display home to consumers via our websites, facebook pages, as well as radio and social media advertising nationwide and locally to the **YourZone Sales Agent**.
5. IESHAHOMES manages all sales and orders once AGENTS have completed all requirements and documentation during enquiries/sales from their head office in Bellingen NSW. Orders are delivered to the customer by IESHAHOMES. If customer requires build assist or flat pack assembly services, IESHAHOMES provides this. We totally manage and administrate once the **YourZone Sales Agent** has generated a sale to be processed.
6. Both IESHAHOMES and **YourZone Sales Agent** generate sales. If **IESHAHOMES** generates in a **SALE** which is a **YourZone Sales Agent** zone via the **YourZone Sales Agent** display, then a \$2000 is also paid by IESHAHOMES to the **YourZone Sales Agent**.
7. If IESHAHOMES or another Zone/Area **YourZone Sales Agent** sells by Chance in another **YourZone Sales Agent** zone; then a min payment of \$1500 is paid to the **YourZone Sales Agent** (called zone profit share).

WHAT IS THE COST OF YourZone Sales Agent OWNERSHIP?

Your purchase of a **YourZone Sales Agent** includes the cost of the display home and a fee of \$1200 for administration and registration for 2 years.

YourZone Sales Agent Zones Available:

The YourZone Sales Agent zones that are available currently are as shown below:

Australia:

QLD:

Gold Coast
(x2) Zones

Brisbane
(x 4) Zones

Sunshine Coast
(x2) Zones

NSW:

MNC

(x2) Zones

Central Coast
(x2) Zones

North Coast
(x1) Zones

Sydney
(x4) Zones

Wollongong
(x1) Zones

**NT/CAN/VIC/SA/TAS/WA (zones and YourZone Sales Agent areas available)
To be identified and negotiated.**

YourZone Sales Agent Interpretation & Definitions / Rules:

All parties must sign an_NDA (Non-disclosure agreement is a document for confidentiality purposes only).

Cooling Off period for **YourZone Sales Agent** after a SALE of AN IESHAHOME Granny Flat, Home office or studio is 30 days.

If you do not want to do be an **YourZone Sales Agent** then you can cancel that arrangement BUT not the sale of the dwellings, all enquires and sales must be fully administrated prior to cancelation of being an **YourZone Sales Agent**.

IESHAHOMES and YourZone Sales Agent General Obligations to discuss and agree upon:

- **Term of zone**
Minimum term is 6 months and maximum is 2 years
- **The Zone Area** and a general understanding.
Your designated zone area as an agent will be subject to negotiation and to what zones are available, how suited is the zone to them is also key factor as some zones are smaller than others and therefor would require more marketing and coverage by the **YourZone Sales Agent**
- **Marketing and marketing support for a zone by both parties.**
Both IESHAHOMES & the **YourZone Sales Agent** YourZone Sales zone, Ieshahomes will be marketing across all zones.
- **Administration between IESHAHOMES and YourZone Sales Agent**
IESHAHOMES will provide an admin doc, this will show you the simple process of the steps a zone agent needs to take and what to do to generate interest/sale and how to administrate there procedure with IESHAHOMES and clients.
- **Sales and fixed price are finalised by IESHAHOMES**
Once documentation requirements / inclusions and exclusions has been generated by the agent and their client / a fixed price will be generated and agreement documents prepared. IESHAHOMES and agent work together to complete the preliminaries and a sale.
- **Finalisation and payment for and to YourZone Sales Agent** will be advised when sale agreements have been approved. IESHAHOMES will provide a delivery time and generate all invoices and statements and deal with clients direct during this period. When all monies have been paid by the client and for the order associated, the **YourZone Sales Agent** will receive a payment of \$3500. This is the commission paid to **YourZone Sales Agents** for selling an IESHAHOMES granny flat and or home office of studio.
- **All finalisation of sales, Supply, build and Services** are administrated and processed by IESHAHOMES. IESHAHOMES take full responsibility of the sale and after service and warranties.

YourZone Sales Agent Interpretation & Definitions / Rules:

- **Renewal- YourZone Sales Agent**
To renew your zone or increase your zones as a YourZone Sales Agent you can call IESHAHOMES management direct and we will discuss the best possible outcome available at that point of time.
- **Territory issues and basic guide of conduct** between YourZone Sales Agents
All issues will be discussed between the parties. Note: Agents are not to discuss any issues or business with each other, all will be administrated by IESHAHOMES management at all times.
- **Designated sales representative**
Each YourZone Sales Agent will nominate there business representative and advise IESHAHOMES whom will be selling for them. YourZone Sales Agents will ensure that any sales representatives are fully advised and trained in accordance with IESHAHOMES and YourZone conduct rules and overall administration and management and required processes.
- **Training Fee**
There will be a set up fee of \$1800, this will cover the costs of documentation and management for a new zone and or new YourZone Sales Agent.. This fee is non-refundable and the only fee that will be applied to YourZone Sales Agent upon signing the MoU agreement.
- **Capital Investment Required:**
\$54'000 o \$95'000 for the cost of a Studielle Granny Flat and or Home Office and or Studio (built) cheaper if flat-packed and self-build. These are available in Built and Flat-packed (for self-build).
- **Ongoing Fees**
Non from IESHAHOMES apart from renewal fees for renewing zones after a term has expired.
- **GST**
Applies only to fees and costs of goods and services

- **Key Duties of IESHAHOMES**

- . Provide good service/quality control/ consumer service / agent service
- . Manage all conduct and administration appropriately and professionally
- . Provide quality product and trade services
- . Provide management assistance
- . Provide marketing support and business management / agent oversee
- . Establish all and any markets
- . Ensure consumers are serviced correctly and with agreements / supply and service.
- . Work closely with **YourZone Sales Agents**
- . Oversee and manage all zones and relate and communicate appropriately.
- . Complete all administrations re sales and pricing efficiently and keep consumers content at all times.
- . Generate opportunities and sales within all zones and growth in all states/areas applicable in Australia and New Zealand.
- . Ensure quality control/good business ethics/ consumer and conduct/ delivery/building and dispatching and fixed pricing.
- . Oversee, manage fairly and conduct a professional business with consumers and agents in mind at all times.

- **Key Duties of YourZone Sales Agents**

- . Keep their display Granny flat and or studio in good condition at all times.
- . Carryout all business activities in alliance with Agent and IESHAHOMES rules and conditions/ conduct and as required.
- . Treat all enquiries and clients fairly and in a professional manner.
- . Market and advertise accordingly and as required as an IESHAHOMES agent.
- . Have regular open days and displays
- . Work with IESHAHOMES to generate enquiries
- . Locate your own dwelling from IESHAHOMES in the best place and position and keep in mind access, covid and consumer conduct.
- . Administrate and manage consumers/clients / enquires and sales accordingly.
- . Be a quality agent and a communicate well with all parties and IESHAHOMES.
- . Be clear and understanding towards business and respect and protect IESHAHOMES brands and business acumen.
- . Generate as many sales as possible
- . Operate a fair business and respect IESHAHOMES management and administration and their market presence/conduct.

Key Ruling statement:

- **Under no circumstances** are any AGENTS partners or part of IESHAHOMES and furthermore AGENTS have no right to any of the market, said company business model and or any claims against IESHAHOMES period. IESHAHOMES own all rights and can conduct and administrate as they deem fit to do. Confidentiality must be adhered to at all times. All agent zones are the market for IESHAHOMES products and business. This MoU allows IESHAHOMES to work with agents/ generate zones and to provide a better consumer end-product and range of services which is controlled and governed by IESHAHOMES period. The end goal for all parties is to generate sales and share returns according to this MoU only.
- **Premises**
Business will be carried out by the AGENTS in an appropriate home office or within the display being used as an office.
- **Customer referrals**
All referrals that IESHAHOMES generates in a specific zone will be fwd to the agent of that zone. All Agents and zones generating customer enquiries will inform and communicate with IESHAHOMES. IESHAHOMES will complete the agreement and documentation and service all orders.
- **Accounts and Financials**
IESHAHOMES will keep there own accounting AND so will all agents of zones
- **All pricing, rules and regulations/updates/management plan changes/ any business** will be kept up to date/managed and accounted for and related as required to all agents.
- **Advertising and Marketing**
Agents will have a minimum budget for all areas of advertising that suits and shall utilise social media. All advertising must be cleared by IESHAHOMES prior to being used and or published. Permission must be granted, remember you are representing IESHAHOMES and its product/services and markets.
- **Business name and Brand**
IESHAHOMES represents itself and also has a consumer recognisable brand which must be respected at all times, no agent or zone will represent or conduct any business as IESHAHOMES. All agents are self-employed and separate entities from IESHAHOMES.
- **Manual and Agreement:**
This is the manual and is called an MoU (memorandum of Understanding).

Continued Key Ruling statement:

- **Sale of Agency/Zone by current AGENT**

As an agent you can sell on your zone servicing area and the knowledge to a new buyer agent under the same MoU and agreement/conduct and management as the original agent complied to.

A \$2500 admin fee is required by IESHAHOMES for the new and or incoming agent whom has purchased or taken over an existing agents position and zone.

NOTE:

The new agent will be required to purchase a new IESHAHOME product for display purposes.

- **Pre-conditions to consent sale of a zone and agency** by an agent are set by IESHAHOMES. At the point of prior to sale, the agent/zone will discuss the said sale request and manage this accordingly and fairly on behalf of all parties. A check is made to ensure all parties are clear and that they understand and have all documentation signed ,sealed and delivered. Overseen by IESHAHOMES.

- **Termination**

The agents can terminate by providing 40 days written notice in accordance with IESHAHOMES terms and conditions and conduct of an agent/ zone. IESHAHOMES at any point in time if compliance by agent is not adhered too can be terminated by 40 days written notice. IESHAHOMES have the final say and can manage their business and all agencies/agents as it deems best according to rules and regulative conditions within the signed MoU agreements it has with businesses/agents/zones/suppliers/workers/trades/professionals and clients and consumers.

- **Consequences of termination**

All agents agree to abide by the MoU and at all times protect IESHAHOMES name, products, services, presence, brands, etc

In addition; abide lawfully and respect the

Confidentiality
Agreements
Business models
Consumers well-being
Sales

of IESHAHOMES as a company and its products and services.
AGENTS/ZONES could be liable if they conduct and do anything outside the MoU and agreements whether during and or after termination as an agent.

Key Ruling statement:

continued:

- **Restraint of Trade**
IESHAHOMES can stipulate and make all agents/zones operate as IESHAHOMES deems best at any time without notice. Restraint of trade is overseen by IESHAHOMES whom governs what can or cannot be done by AGENTS in zones.
- **Dispute resolution**
Initial discussions will take place between the parties to try and resolve fairly. A third party mediator can be agreed upon to generate a resolution and or for the correct outcome for all parties that is non biased.
- **Notices**
IESHAHOMES will manage this and provide specific time frames allowing for a fair distribution of notices and how these are managed accordingly. AGENTS/ZONES will provide adequate written notice to IESHAHOMES for all occasions and business.
- **Costs:**
 1. All agents and zones must purchase an IESHAHOME product
 2. Market at there cost their zone area designated.
 3. Pay the required set up admin fees as stipulated within the MoU agreement.
 4. There are no other costs included.
- **Due Diligence:**
This is to be carried out by both parties independently prior to signing of agreements. This is done at the expense of each of the said parties.
- **Information statement:**
By request both IESHAHOMES And or Agents/zones can request information at any time. The information provided within this MoU agreement must be upheld in accordance of the laws of NSW/QLD and the commonwealth of Australia and or New Zealand.
- **Additional Requirements:**

All Agents, Agencies, Zones, YourZones, business model and commercial entity with associated product, I.P, market places, any association and or commercial entity and all its rights associated is fully owned by IESHA BELLINGEN PTY LTD (IESHAHOMES).

YourZone Sales Agent Interpretation & Definitions / Rules:

continued:

- Sales Agreements and the Terms & Conditions:
As per the agreements supplied by IESHAHOMES for sales.
- Studielle & Range (images and Plans):
www.ieshahomes.com.au or www.ieshahomes.co.nz
- IESHAHOMES Marketing and Quality Control
Overseen by IESHAHOMES director.
- Business Process/model management and growth management and planning
This will be managed by IESHAHOMES.
- Real Estate Agent License and Overseeing
All agents for YourZone are not real estates they are selling a product on behalf of IESHAHOMES. Manufactured Small Homes and Studios.
- Enquiry Process/Pre-Sales Process in YourZone
All documentation and training provided by IESHAHOMES for the agent/zone
- Confirmation of Sale and YourZone ID Association
To be coordinated by both IESHAHOMES management and the agent of a zone.
- Purchase and Delivery of YourZone Studielle Granny Flat
Once agreements are signed, agent's granny flat or studio order will be processed, prepared and delivered to the agreed address on the agreed time and date. The agent will be responsible for coordination and council and preparing their land site for IESHAHOMES to build or deliver to.
- Representation Of IESHAHOMES
To be fair and professional at all times. As per Mou and a common understanding between all parties.
- Management and Contact Details.
Jon Benelle
director
jon@ieshahomes.com.au
admin@ieshahomes.com.au
0412 757 385
- Force Major:
IESHAHOMES can apply there law and ruling regarding any matters to do with IESHAHOMES, the markets, agents, zones and or consumers and other entities.

The Code of conduct

Represent IESHAHOMES professionally and use friendly / good business ethics at all times.

Respect IESHAHOMES products/names/brands/management and services

Deal with marketing and communications in a professional manner at all time

Administrate and conduct business as IESHAHOMES requires.

Treat consumers and all enquiries with respect, act professional and represent IESHAHOMES as a sales agent providing good consumer relations at all times.

Keep to your own zone(s) and discuss all business with IESHAHOMES and not with another agent, IESHAHOMES will manage all agents independently.

IESHAHOMES business and agent relationships/management, processes and disputes are managed accordingly and or mediated and dealt with fairly and legally at all times.

IESHAHOMES have all final say on all matters and can issue changes or cancellations of zones and agents at any time. Rest assured all business conduct and relations with both agents and consumers will be dealt with legally and fairly at all times.

All YourZone Sales Agents must accept IESHAHOMES rulings and agree to abide by IESHAHOMES management and rules set by the company and or management.

Failure to comply will lead to management conducting a review and making a decision on how to proceed or issue non-compliance notice to agents requesting to rectify the issues or be issued a notice from IESHAHOMES Lawyers.

Product/Services and Market (Management/Control/Ownership) is governed by IESHAHOMES at all times. At no point and for any reason all parties agree to be governed by IESHAHOMES.

IESHAHOMES Product Range and Prices: www.ieshahomes.com.au or www.ieshahomes.co.nz



YourZone Sales Agent SELF EMPLOYMENT

All our small/tiny home/studio/home office range:

AUSTRALIAN & NEW ZEALAND MADE



Australia - Lic No. 242743C

New Zealand - Lic No. BP133524



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