LUMA

Sunshine North

Friend or Family Referral Form

Purchaser Details:

First Name: ....

Surname: ....

Mobile: ....

Email: ....

Address: ....

Suburb: .... State: .... Postcode: ....

Lot purchased: ....

The following purchaser referred me to LUMA:

First Name: ....

Surname: ....

Mobile: ....

Email: ....

Address: ....

Suburb: .... State: .... Postcode: ....

Lot purchased: ....

I acknowledge that I have read and understood the terms and conditions of the LUMA Friend or Family Referral and in providing the details of my referrer they will receive a $2,500 prepaid VISA card.

Signature.. Date: ....

SUMBIT

Office use only:

◯ *Friend or Family member contact details entered into Runway and referrers details entered as a note against the contact record.*

Agent Signature...Date: ....

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DEVELOPMENT VICTORIA   **VICTORIA** State Government

April 2024

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Terms & Conditions

1. In these Terms and Conditions:
    (a) '**Contract**' means a binding and unconditional Contract of Sale with Development Victoria in respect of a residential property within a Development Victoria estate;
    (b) '**Gift Card**' means a $2,500 prepaid VISA gift card procured by Development Victoria;
    (c) '**LUMA Contract**' means a binding and unconditional Contract of Sale with Development Victoria in respect of a residential property within the LUMA Development;
    (d) '**LUMA Development**' means the LUMA estate in Sunshine North, Victoria;
    (e) '**LUMA Sales Centre**' means the sales centre for the LUMA Development located at 247 St. Albans Road, Sunshine North, Victoria;
    (f) '**Purchaser**' means a person who:
        (i) has been referred to the LUMA Development by a Referrer; and
        (ii) purchased a residential property within the LUMA Development from the LUMA Sales Centre and entered into a LUMA Contract; and
    (g) '**Referrer**' means a person who has:
        (i) referred the LUMA Development to a Purchaser; and
        (ii) either:
            a. entered into a Contract before referring the LUMA Development to a Purchaser;
            b. owns a residential property within a Development Victoria estate and provides satisfactory evidence of ownership to the LUMA Sales Office (this may be in the form of a rates notice, utility bill, title search or any other evidence Development Victoria deems acceptable); or
            c. occupies a residential property within a Development Victoria estate and provides satisfactory evidence of occupation to the LUMA Sales Office (this may be in the form of a rates notice, utility bill, rental agreement or any other evidence Development Victoria deems acceptable).

2. The 'LUMA Family and Friend Referral Program' (**Program**) commences on 08 April 2024 and ends on 30 June 2024 and only applies to LUMA Contracts entered into by Purchasers within this time frame.

3. Only one Gift Card will be made available in respect of each LUMA Contract. A Purchaser can nominate only one Referrer in respect of a LUMA Contract.

4. If a Purchaser enters into a LUMA Contract, only the Referrer will receive a Gift Card within 60 days after the Purchaser enters into a LUMA Contract.

5. The Purchaser agrees and acknowledges that Development Victoria will determine, in its absolute discretion, whether a person satisfies the criteria to be considered a Referrer.

6. Development Victoria assumes no responsibility for incorrectly completed 'Friend or Family Referral Forms'. It is the responsibility of the Purchaser to ensure that the correct details are provided for the Referrer.

7. The Gift Card will be sent to the Referrer by Australia Post registered mail using the address notified by the Purchaser.

8. The bearer of the Gift Card is entitled to its face value of the card. Standard terms and conditions of the card issuer (including, but not limited to, any validity, expiry dates or activation requirements) apply to the use of the Gift Card.

9. Development Victoria accepts no responsibility for defaced, altered, damaged, lost or stolen Gift Cards.

10. Entitlement to receive a Gift Card is not transferrable.

11. The Program cannot be used in conjunction with any other referral program offered by Development Victoria.

12. Development Victoria reserves the right to review, change or discontinue the Program at any time.

13. Employees and contractors of Development Victoria and their families are excluded from the Program.

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Sales Agent Process

1. Purchaser provides the completed digital 'Friend or Family Referral Form' to the LUMA sales agent.

2. Sales agent to check if the Referrer has entered into a Contract of Sale for a residential property at any Development Victoria estate / project (if not registered on the LUMA CRM, sales agent to contact the Development Victoria Sales Coordinator to check if the referrer's details are in the Development Victoria CRM for the Referrer to qualify). If the Referrer is not on the database, go to Step 3.

3. If the Referrer is a current owner or occupier at a Development Victoria estate / project, the sales agent must verify this by witnessing hard copy evidence of ownership or occupancy (e.g. rates notice, utility bill, lease agreement if renting) provided by the Referrer in person at the LUMA sales centre.

4. Sales agent creates a note against the Purchaser's contact record in Development Victoria CRM, noting the Referrer's details.

5. If the sales agent is satisfied that the eligibility requirements for the 'LUMA Family and Friend Referral Program' have been met, the sales agent signs and dates the 'Friend or Family Referral Form'.

6. Once the Contract of Sale becomes unconditional, the sales agent will:

   (a) contact the Referrer to advise them they qualify to receive the Gift Card; and

   (b) email Development Victoria's Marketing Team the completed and signed 'Friend or Family Referral Form', which outlines all the necessary details for the Marketing Team to order the Gift Card to be delivered to Referrer within 60 days of the Contract of Sale becoming unconditional. (Gift Cards are ordered on a monthly basis).

7. Once the Gift Card is issued, the Marketing Team sends the completed and signed 'Friend or Family Referral Form' to Development Victoria Sales Coordinator to save in Content Manager.

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