

## MEMO 21 - TRAINING & BUSINESS DEV'T GROUP – 2025

**FROM :** MEGAWORLD INTERNATIONAL — BUSINESS DEVELOPMENT GROUP  
**TO :** TERRITORY HEADS/CORE GROUP MEMBERS  
**CC :** MMA/GROUP HEADS  
**RE :** TRIPLE R (RECRUIT, RACE, AND RISE) NEW MECHANICS & GUIDELINES  
**DATE :** NOVEMBER 16, 2024

The Business Development Group is pleased to announce the new mechanics of the Triple R (Recruit, Race, and Rise) recruitment race. As part of our ongoing efforts to drive recruitment and sales excellence, the initiative remains a key focus for all new Marketing Associates (MAs) across our Megaworld International Sales Regions.

This year's updates introduce significant changes to how we track and reward recruitment efforts, ensuring consistency and fairness throughout the process. Key updates include refined guidelines for contract submissions, clearer sales criteria, and updated documentation requirements—all designed to ensure a smooth and fair race.

Please take note of the updated mechanics and guidelines below. All International Property Affiliates (IPAs) are required to comply with these new rules, while continuing to submit contracts through live forms only. Additionally, specific sales and documentation requirements have been defined to ensure a smooth and efficient process for everyone involved.

We encourage everyone to carefully review the updated guidelines to ensure full compliance and maximize the region's potential for success in this year's race.

### **Triple R (Recruit, Race, and Rise) New Mechanics and Guidelines**

#### **Eligibility:**

- This is open to **NEW MARKETING ASSOCIATES** across all Megaworld International Sales Regions.
- Marketing Associates recruited from January 2022 onwards who have yet to generate sales are still warmly **invited to participate**.
- Renewing Marketing Associates with previous sales are **not included**.

#### **Contract Submission:**

- Only contracts signed through **LIVE FORMS** will be counted.
- **Hard copies** and **soft copies** (PDF, Word, JPEG, PNG) sent via email are **excluded**.
- All contracts must have **complete information and required documents**. Failure to comply will result in exclusion from the race.

#### **Required Documents:**

- **Two (2) government-issued IDs** (e.g., passport, driver's license, national ID).
- Names on the contract must **match** those on the submitted IDs.

- Full and **correct names and positions** of uplines must be provided.
- **Identification photo** and **e-signature** are mandatory.
- **Correct accreditation dates** are required. Contracts with incorrect accreditation dates may be corrected and resubmitted.

**Contract Signing:**

- In the event that another individual will sign the contract on behalf of the International Property Affiliate, the email address that will be used for signing must be the **email address of the actual IPA.**

**Sales Requirements:**

- Only **Retail and Resell sales** will be counted.
- Parking Sales are **excluded.**
- Retail Sales must include a **cleared reservation fee (RF).**
- Retail and Resell sales must have **complete documents to be submitted to the Sales Documentation Group and must be verified by the Business Development Group.**
- Each developer (Megaworld, GERI, EELHI, and SPI) has **1 star** for qualifying sales.
- **First personal sale** of a New MA will count; **succeeding sales are excluded.**
- Renewing Marketing Associates with no previous sales are entitled to **only 0.5 star.**

**Race Structure:**

- Each region competes to accumulate **stars** by meeting the above sales and recruitment criteria.
- The **Top 3 regions** with the highest total stars will be recognized and awarded prizes during the **annual sales recognition.**

This memo will be strictly implemented by the Business Development Group throughout the duration of the race.

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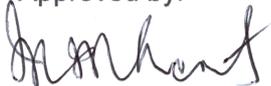
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