



RUNNING | STREAM

# RS BUSINESS PARTNER NETWORK

PROGRAMME BRIEF - DECEMBER 2019



# “ RunningStream In A Nutshell

“ **Building Financial  
Strength Through  
Global Real Estate**  
for over a decade  
since 2007.



“

## A Global Approach

- ▶ Delivering our capabilities across multiple markets for investment and diversification.
- ▶ Singapore
- ▶ Australia
- ▶ UK
- ▶ Malaysia
- ▶ Japan
- ▶ Vietnam
- ▶ Thailand
- ▶ and more...





# “ Why do people invest overseas?

- ▶ **Investment**
  - ▶ Diversification, currency and inflation hedge, income.
- ▶ **Family**
  - ▶ Migration, children education.
- ▶ **Wealth preservation**
  - ▶ Stable and long term instrument, currency
- ▶ **Legacy planning**
  - ▶ As an asset to pass through generations
- ▶ **Leisure**
  - ▶ Personal enjoyment



## Does my clients invest overseas?

- ▶ In a 2017 report...
  - ▶ Malaysians top Asia when it comes to looking for greener pasture.
  - ▶ Key markets Australia, UK and Singapore.
  - ▶ Children education is a major concern with 72% planning to head overseas compared to 38% across Asia.
  - ▶ Wealth protection also important with capital controls, currency depreciation and increasingly punitive tax environment
  - ▶ Legacy planning with fears of wealth being squandered by the next generation
  - ▶ Real estate tops wealth allocation in Asia at 29% compared to global average of 24%.
- ▶ How do you think the situation changed in the last 3 years?



# “What are the challenges they face?”

- ▶ **Knowledge**
  - ▶ Where? What? How?
- ▶ **Capacity**
  - ▶ Weak MYR making it hard for them to invest
- ▶ **Misrepresentations**
  - ▶ Over marketing by agencies
- ▶ **Support**
  - ▶ After sales support
- ▶ **Choices**
  - ▶ Project driven rather than research driven



**WE ARE EMBARKING ON A NEW JOURNEY**

THE RUNNINGSTREAM BUSINESS PARTNER NETWORK



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# “ The RS Core Platform

- ▶ Providing the core capabilities to facilitate global real estate investment.



## **PRODUCT ORIGINATION**

Source & structure global real estate investment opportunities



## **CUSTOMER SERVICE**

Provides comprehensive end-to-end transaction management



## **RESEARCH/ TRAINING**

In-depth market research and capability management.



## **STRATEGIC ALLIANCE**

Partnership with key industry players for collaboration.



# “ The RS Business Partner Network

- ▶ Is about allowing partners to build a business that delivers our products and services to the end customers.



## THE RS PLATFORM

Originates and delivers global real estate investment opportunities with research, training, partnerships and comprehensive end to end services



## THE PARTNER NETWORK

Develops and manages client relationships providing them with global real estate investment opportunities and advisory.



## THE CUSTOMER

Acquires global real estate for various personal investment purposes from diversification to personal usage.



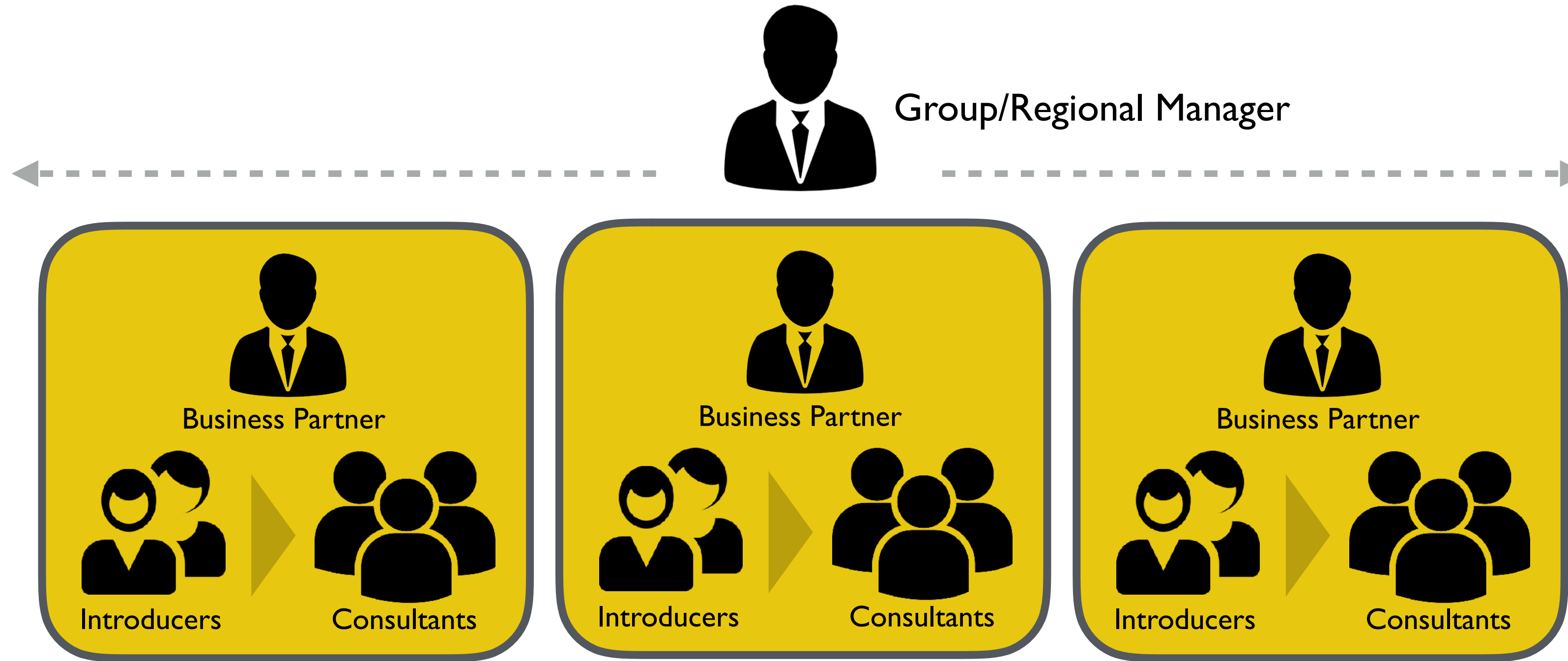


# “What We Are Bringing To You...”

- ▶ **Empowering Entrepreneurship**
  - ▶ Allowing you to quickly build a business around delivering overseas investment opportunities without the complexities.
- ▶ **Enabling Investments**
  - ▶ Providing a platform that delivers end-to-end investment opportunities which you can rely on.
- ▶ **Educating The Market**
  - ▶ Delivering information and knowledge to you and your clients on overseas investing.



# “ The Business Partner Network



PRODUCTS



SERVICES



TRAINING



ALLIANCE

CONFIDENTIAL



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# “ Network Team Structure

## ▶ Introducer

- ▶ A network of high level professionals who will engage with the team to refer customers thus further monetising their network.

## ▶ Consultant

- ▶ Registered personal who are willing to commit at least 30% of their time to be part of the team to grow the business.

## ▶ Business Partner

- ▶ Formal agreement with RS to establish a team as part of the RS Business Partner Network to grow a business.

## ▶ Group Manager

- ▶ Full time business partners managing multiple teams in one or more territories.



“ How we will get you started?



# “ Information Portal

- ▶ **Access To Our Online Portal**
  - ▶ All business partners and certified consultants will be provided with access to our online portal where they will be able to download various materials necessary for their work.
- ▶ **Materials include**
  - ▶ Information on all projects.
  - ▶ Market Reports
  - ▶ Training Materials
  - ▶ Business Process Documents



## Client Service

- ▶ **Complete end to end transaction service**
  - ▶ RS Provide all customers with services to take care of their acquisition from contract signing to financing, settlement and property management.
- ▶ **Post-sales services**
  - ▶ Once the acquisition is complete customers will be able to access us for enquiries on their properties. First level enquiries will be free of charge unless further work is required to rectify any situations.





# “ Strategic Events

- ▶ **Market Education Events**

- ▶ Conducted by RS for all teams to invite clients to be educated on markets and principles of overseas investing

- ▶ **Project Sales Events**

- ▶ Monthly product launch to support project sales.

- ▶ **Regular Market Update**

- ▶ Bi-Annual Market Update On Key Markets

- ▶ **Strategic Events**

- ▶ Events held with strategic partners such as banks and associations for branding and marketing purposes.

# “ Training Courses

- ▶ **RM10k Marketing & Training Credit Programme**
  - ▶ All new business partners will be provided with a RM10k training credit for which they can use to attend courses conducted by RS.
- ▶ **Courses includes**
  - ▶ Fundamentals Of Overseas Property Assets
  - ▶ Overseas Investment Advisory
  - ▶ International Property Portfolio Consulting
  - ▶ Market Expert Series (Australia/UK/Singapore etc)
- ▶ **Accumulating Credits**
  - ▶ For every sale achieved training credit amounting to 3% of the fee will be provided as credits.





## Business Planning/Review

- ▶ **90 Days Kickoff Plan To Activate Your Business**
  - ▶ Recruitment plan for the team
  - ▶ Goals for the first 90 days and following
  - ▶ Business Strategy - Introducers / Network / Platform
  - ▶ Immediate actions - 30/60/90 days plan.
- ▶ **Quarterly Business Review**
  - ▶ Quarterly targets and plans
  - ▶ Achievements / Challenges / Action Plans



“ How about earnings?





## Fee Schedule For Business Partners

- ▶ You will be entitled to the following fees upon sale and settlement of the products offered under the network.

Product Value	Total Fees Due	Fee Due At Sale	Fee Due At Settlement	Payment Schedule
S\$400k-650k	RM15k	RM10k	RM5k	45 days after sale or completion or upon Principal receiving the invoice whichever later.
S\$650k-1m	RM21k	RM14k	RM7k	
>S\$1m	RM30k	RM20k	RM10k	



## Team Revenue Model Scenario

- ▶ The following scenario is for a team with a team manager leading a team of 5 consultants. The team manager will produce 8 units a year. The team will produce a total of 20 units a year, 25% with introducers. Assuming all units sold below S\$650k.

Member	Manager		Consultant		Introducer		TOTAL
	No Units	Fee	No Units	Fee	No Units	Fee	
Manager	8	120,000	0	0	0	0	120,000
5 x Consultants	20	132,000	16	145,500	5	22,500	300,000
<b>Total</b>	<b>28</b>	<b>252,000</b>	<b>16</b>	<b>145,500</b>	<b>5</b>	<b>22,500</b>	<b>420,000</b>



# “ Group Revenue Scenario

- ▶ The following scenario is for a Group where there are two additional downline teams operating under the business partner's management overriding MYR2,000 per sale.
- ▶ Income from direct team = 252,000 (refer to previous slide)
- ▶ Income from 2 x downline team = 2 x 28 units x 2,000 = MYR112,000

**Total Income = MYR364,000 pa.**

# “ In Conclusion

- ▶ We will provide you a platform...
  - ▶ that has been proven for over a decade to deliver sensible and profitable overseas real estate investing.
  - ▶ that provides the in-depth research and end-to-end services that takes away the complexities of overseas investing
  - ▶ that allows you to build a business at your own pace and time without having to commit significant finances.
  - ▶ that allows you to increment your income by leveraging off your existing network with a new product offering.



“ Let’s talk about the platform and how it can help you.