



**CANADA AVIATION AND FINANCE MANAGEMENT LTD.**

***Intermediary Procedure  
&  
Intermediary Contract***

*This Intermediary Procedure and Contract is entered into on the ..... Day of ..... 2000, by and between:*

**The Royal Falcon Group**

*Khalid Bin Al Waleed Road - Bank Street  
Al Majid Business Centre, 4<sup>th</sup> floor, Suite 409,  
Post Box No.33 789, Dubai - UAE  
Tel : 00971-4-397 55 02  
Fax: 00971-4-397 82 27*

*(herein after referred to as **Royal Falcon**)*

*&*

.....  
.....  
.....

*(herein after referred to as the Intermediary)*

*The Intermediary knows that if we give him this procedure and contract, it means he has already gone through the profile of **Royal Falcon** and his partners. It also means that he has already proved our Group and accepted. If we have not proved our profile, please go through our Internet Website at [www.royal-falcon.at](http://www.royal-falcon.at) or [www.royal-falcon.com](http://www.royal-falcon.com).*

*The Intermediary and his client are searching for a possibility that **Royal Falcon** represent them in these areas. **Royal Falcon** will look for a good partner for the Intermediary's clients or will arrange to sell his product. The Intermediary should make clear what type of service the Client requires - whether he needs that **Royal Falcon** should represent him, sell his product or organise something or be consultant, etc. **Royal Falcon** has already proved that they have the possibility to introduce in a right partner, and is interested in the product. It means a possibility exists for the company ..... and for the product .....*

*The Intermediary wants that **Royal Falcon** should take the product of the company ..... and place it in ..... country/areas or looking for ..... right partner/company. This contract for business between two parties should be serious and honest transaction for both parties.*



## **CANADA AVIATION AND FINANCE MANAGEMENT LTD.**

*It is not possible for this business to begin when the Intermediary has only an idea or he hears only one name and then he means that business can be done. The Intermediary has the same responsibility as the Client and **Royal Falcon**. The business cannot be made only from one party, we have to organise a team otherwise we cannot succeed. **Royal Falcon** and their partners have the possibility with its contacts and agents to organise and to complete the deal with all seriousness with the new partners. We are looking for the partners who are serious because we know the partner and we have already approved the partner. We are also responsible to get a right partner into the business for the client from the Intermediary.*

*The normal business dealings for **Royal Falcon** are brokerage or contracts in very high amount. For this matter, it is very important for both of the parties to ensure the seriousness of the client and his honesty. The Intermediary has to know that **Royal Falcon** cannot follow any deal if there is nothing behind it. **Royal Falcon** does not have the time or capital to follow any fictional ideas from the Intermediary. Any deal that **Royal Falcon** takes over has to be a transparent and supported by facts and serious documentation, otherwise it is not possible to take over any deal in any country of the world and be successful. The facts provided by the Intermediary have to be clear and that he order to the **Royal Falcon** to get through the business idea and close the deal.*

***Royal Falcon** is not obligated or committed for any business in advance from the Intermediary. **Royal Falcon** will not enter into commitment just because the Intermediary gives us an idea.*

*When **Royal Falcon** agrees to take over this product or idea, the Intermediary has to know that **Royal Falcon** does not take his own risk and responsibility. **Royal Falcon** will not contact their agents/partners only because of some verbal talking with the Intermediary.*

*Time, capital and reputation is a big risk and the reputation once damaged cannot be repaired. But if we have in advance the right information and the question to build a mutual trust, then all the involved parties have a big chance to be successful.*

### **Responsibilities of Intermediary:**

- 1. The Intermediary proves the partner and the company whom he wants to bring to **Royal Falcon**.*
- 2. The Intermediary proves the owner of the company he is representing is serious and honest,*
- 3. The Intermediary proves the size of his business, product and quantity,*
- 4. The Intermediary proves the quality of the product from the company we have to represent.*
- 5. The Intermediary proves that partner require **Royal Falcon** to represent them in these and these areas. The Intermediary proves the partner whom **Royal Falcon** would be representing.*
- 6. The Intermediary would have to prove that the Client/Partner desires to be represented/sell his product.*



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7. *Why he require the services of **Royal Falcon**. Please mention reasons. If the Client does not require or is not interested in our services, state reasons why.*
8. *The Intermediary has to sign with **Royal Falcon** an **NCNDA**, a **Fee Commission Letter**, **Intermediary contract and Intermediary profile and to get a Client profile**.*
9. *The Client has to sign with **Royal Falcon** - a **Fee protection and an NCNDA and also issue a Client profile**, otherwise it is not possible for **Royal Falcon** to take or go through any project with them. If the Intermediary collects the client profile, he has to prove how good and true the client is and also prove the information filled in the client profile.*
10. *The Intermediary guarantees with his signature on this contract that this information about the client and his company is honest and serious.*
11. *If the Intermediary knows that the document of the client is not good enough to introduce him to us but he means that there is a possibility to make a good deal then the Intermediary have to know and be clear in mind that he has to bear all expenses like hotel, airplane, daily expenses, etc. incurred during the concluding of the deal. The expenses have to be deposited in advance. But if **Royal Falcon** concludes the deal, all expenses will be reimbursed to the Intermediary.*
12. *If the documents from the clients are not right and not serious, or if he knows something that can destroy the deal, but do not tell us, he will have to pay penalty of US\$ ..... or a global amount of US\$ ..... for the expenses of **Royal Falcon***

*If all these question are clear and the Intermediary agrees to it*

### **The Royal Falcon Group**

*sees the possibility to take over this product under the following Conditions*

#### **Responsibilities of Royal Falcon:**

1. **Royal Falcon** will represent....., Company, represented by ..... for ..... product in ..... place
2. **Royal Falcon** is responsible to pay the Intermediary the payments/commission as agreed in Fee Protection Agreement. The payments to be sent on ..... A/c, .....Bank, in .....country.
3. **Royal Falcon** is not responsible or does not guarantee for any success to place the product.
4. **Royal Falcon** will contact the Intermediary to keep him updated of progress in the deal.
5. **Royal Falcon** can take back/withdraw the product without offering any explanations.

