

INTRODUCTIONS POLICY

- 1.0 Mitchells & Butlers do not retain agents and recognise all genuine introductions.
- 2.0 Mitchells & Butlers pay standard fees of 10% on leasehold properties and 1.5% on freehold properties, subject to a minimum fee of £15,000, plus VAT for all successful introductions (excluding sites for Toby Sandwich Express).
- 3.0 All introductions remain live for six months only.
- 4.0 Genuine introductions include the name, address, post code, a site plan, lease and rental details where appropriate, in order to enable us to give the site due consideration.
- 5.0 Agents acting on behalf of Mitchells & Butlers are expected to undertake negotiations with all relevant parties to agree detailed heads of terms in accordance with Mitchells & Butlers standard documents; assist in the provision of information to secure board approval and assist with the contract negotiations to secure an exchange and completion.