



VIP ONE

ASSET MANAGEMENT & HOSPITALITY

REAL ESTATE PARTNERSHIP STRATEGY

Operational Guide for Certified Real Estate Partners

BASED ON PARTNER AGREEMENT VIP1-PART-AGT-001

Nairobi, Kenya

Sovereign Precision · Every Stay, Verified

Chaque arrivée, parfaitement vérifiée / Every arrival, perfectly verified

VIP1-PART-STRAT-003 v5.0 (EN) · October 2026

MOCRISTO GROUP LTD · Nairobi, Kenya · hello@vipone.tech · www.vipone.tech



1 · VISION & POSITIONING

WHY THIS PARTNERSHIP?

VIP ONE is not a competing real estate agency. We are a quality operator dedicated to short-term rental owners in Nairobi: post-cleaning inspections, quality audits, LPG cylinder monitoring (GAZPILOT) and owner reporting. By partnering with us, you strengthen your service offering with zero client-poaching risk.

CONTRACTUAL PARTNER GUARANTEE. VIP ONE commits by contract (Article 4) to (a) never contact or solicit your clients for purposes outside the agreed service scope, (b) not establish any direct commercial relationship bypassing you, and (c) not share client data with third parties. The protection runs for the full term of the agreement and 24 months after termination; any breach entitles you to claim damages.

TARGET MARKET IN NAIROBI

7,352 Active short-term rental listings in Nairobi (AirDNA, Aug. 2026)	0.6% Listings professionally managed in Nairobi (AirROI, 2026)	KES 19.9K VIP ONE PROPERTY subscription / month, VAT incl.
--	--	--

Sources: AirDNA Nairobi market data (updated 16 Sept. 2026; Airbnb, Vrbo and Booking.com); AirROI Nairobi market report 2026 (counts 4,824 active Airbnb listings over the trailing 12 months). Counts differ by methodology and platform coverage.

PRIORITY PROFILES TO APPROACH

Profile	Why it fits
Diaspora property owner (Europe, North America, Gulf, Africa)	Remotely managed property: high need for reliable reporting and regular audits. Ideal for VIP ONE PROPERTY.
Multi-property Airbnb operator (Westlands, Kilimani, Karen, Lavington)	High volume, quality-standardisation challenge. Strong upsell potential to VIP ONE PROPERTY.
Agent or building manager with furnished units	Multiple units on one site: GAZPILOT (LPG monitoring) with strong safety and compliance impact.

2 · REFERENCE ECOSYSTEM

Kenya's short-term rental market operates within a structured regulatory and associative framework. VIP ONE works in full awareness of it, which gives your clients credibility and gives us a reference for service quality.

Entity	Role	VIP ONE relevance
TRA Tourism Regulatory Authority	Official short-term accommodation regulator; issues licences and conducts inspections.	Our inspection protocols align with TRA requirements.
KAHC Kenya Assoc. of Hotelkeepers & Caterers	Historic hospitality umbrella body (300+ members, founded 1944).	We apply KAHC quality standards to furnished accommodations.
Airbnb Host Clubs	Volunteer host communities (Nairobi, Coast): peer support, best-practice sharing.	Direct visibility channel toward active hosts.
KTB Kenya Tourism Board	Tourism promotion authority; Airbnb's institutional partner in Kenya.	Reference for a future VIP ONE Stays extension.

VIP ONE AMBITION — STRUCTURING QUALITY. VIP ONE works with Nairobi's Airbnb host and manager communities to promote a professional quality standard in short-term rentals. As a founding partner, you are among the first professionals associated with this effort.

3 · COMMISSION STRUCTURE

Per Article 3 of the agreement, you receive a recurring monthly commission on each active subscription you generate, paid within 15 days after the end of each calendar month, for as long as the client remains active.

Service	Monthly fee (VAT incl.)	Fee excl. VAT	Rate	Monthly commission
VIP ONE CHECK-IN Pre-checkin verification only	12,000 KES	10,345 KES	10%	1,034 KES
GAZPILOT Real-time LPG monitoring	12,000 KES	10,345 KES	10%	1,034 KES
VIP ONE PROPERTY Full pack: CHECK-IN + GAZPILOT (–17% vs separate)	19,900 KES	17,155 KES	10%	1,716 KES
BONUS: 5+ active referrals On VIP ONE PROPERTY	19,900 KES	17,155 KES	15%	2,573 KES

Commission is calculated on the subscription fee **excluding VAT** (16%).



COMMISSION TERMS

Naming. Client-facing materials sell the full pack as VIP ONE PROPERTY; CHECK-IN and GAZPILOT are à la carte. **6-month minimum.** Every subscription carries a 6-month minimum term from signature; the first month is a non-refundable set-up month, and your commission starts the following month. **Corrections.** If the corrections requested after inspection are not made within 30 days, either party may end the contract with no further sum due, and no commission is owed beyond that point. **15% bonus.** From the 5th simultaneous active referral, 15% applies to all your active referrals; if you fall below 5, the rate reverts to 10% the following month (Article 3.2).

PARTNER REVENUE PROJECTION — 12-MONTH HORIZON

Scenario	Active referrals	Rate	Monthly income	Annual income*
Start-up	1 client	10%	1,716 KES	~20,590 KES
Ramp-up	3 clients	10%	5,147 KES	~61,760 KES
Bonus unlocked	5 clients	15%	12,866 KES	~154,400 KES
Senior partner	10 clients	15%	25,733 KES	~308,790 KES

* Based on VIP ONE PROPERTY at KES 19,900/month VAT incl. (KES 17,155 excl. VAT), assuming every referral stays active all 12 months. It ignores client churn and Kenyan withholding tax (Section 8); treat it as an illustrative ceiling, not a guaranteed outcome.

4 · REFERRAL PROCESS

- 1 IDENTIFY** an owner in your portfolio whose property is on short-term rental (Airbnb, Booking, VRBO...) or being prepared for it.
- 2 INTRODUCE** VIP ONE by email, WhatsApp or written introduction, naming yourself as referral source. Example: "Let me introduce VIP ONE, our quality partner — ref. [Your name]".
- 3 SUBSCRIPTION.** Once the client subscribes, your recurring commission starts automatically the following month. No further admin from you.
- 4 PAYMENT.** VIP ONE sends a detailed monthly statement; payment within 15 days after month-end, by M-Pesa or bank transfer.

YOUR CONTRACTUAL OBLIGATIONS

- Do not misrepresent VIP ONE's services, pricing or scope of work, nor exaggerate expected results.
- Keep the commercial terms of the partner agreement confidential.
- Name yourself as referral source in every formal introduction (traceability condition, Article 2): without it, commission traceability cannot be guaranteed.

5 · TERM, TERMINATION & INDEPENDENCE

Term. 12 months from signature, renewing yearly unless either party gives written notice 30 days before term end; after termination, commissions due on active subscriptions remain payable for 3 more months (Article 5). **Independence.** No exclusivity on either side; you act as an independent contractor, not an employee, agent or legal representative of VIP ONE, and no partnership or joint venture is created (Article 6). **Law and disputes.** Kenyan law; good-faith negotiation first, then mediation under Nairobi Centre for International Arbitration (NCIA) rules after 30 days (Article 7).

6 · VIP ONE CERTIFIED — A QUALITY LABEL FOR YOUR CLIENTS

The **VIP ONE Certified** label is part of every client's activation, together with the professional photo and video shoot, **at no extra charge**. It recognises properties verified to the VIP ONE hospitality standard. **Earning it:** on-site inspection, mandatory counter-visit by VIP ONE's head housekeeper, approval by VIP ONE alone; valid 12 months, renewed after annual re-certification. **What the property receives:** a unique certificate number, an A5 badge with a QR code to verify it, the photo and video shoot, a listing on vipone.tech/certified-properties and social exposure. **Your role:** you may present the label to your clients, but never as guaranteed: it is awarded once the property meets the standard, after any corrections requested (Section 3). No separate commission applies; your commission stays based on the active subscription (Section 3).

7 · BEST PRACTICES — 3 LEVERS TO MAXIMISE COMMISSIONS

- Lead with the VIP ONE PROPERTY pack.** Best value for the client (–17%) and the highest commission for you (KES 1,716/month).
- Target 5 simultaneous active referrals.** From the 5th, your rate moves to 15% on all referrals (+KES 858/month per active VIP ONE PROPERTY).
- Cross-sell GAZPILOT, then upgrade.** A GAZPILOT client is already in the VIP ONE ecosystem: propose the full pack after 2 to 3 months.

8 · TAX FRAMEWORK & ACTIVATION

Partner status	Withholding tax	VAT	Invoicing
Resident individual	5% (WHT commissions)	Not applicable	VIP ONE commission note
Kenyan company (turnover < 5M KES)	5% (WHT commissions)	Not VAT-registered	Partner-issued invoice
Kenyan company (turnover > 5M KES)	5% (WHT commissions)	16% VAT collected	VAT-inclusive invoice
Non-resident	20% or treaty rate	Per tax treaty	To be agreed

VIP ONE applies withholding tax per Kenya Revenue Authority (KRA) rules and provides the monthly withholding certificate. The partner remains solely responsible for their personal or corporate tax filing.

ACTIVATE YOUR PARTNERSHIP. Return the signed contract (VIP1-PART-AGT-001) by email to hello@vipone.tech. Activation within 48 business hours, with your personal referral code and dedicated contact. Office: OAK Classic, George Padmore Road 360, 2nd Floor, Nairobi.



VIP ONE CERTIFIED

Your property. Certified. Showcased.

Votre bien. Certifié. Mis en valeur.

- **Professional photo & video shoot**
Shooting photo & vidéo professionnel
- **Featured on vipone.tech/certified-properties**
Mis en avant sur vipone.tech/certified-properties
- **Showcased on VIP ONE social channels**
Diffusé sur les réseaux VIP ONE
- **Bookings routed through VIP ONE**
Réservations gérées via VIP ONE

Sovereign Precision · Every Stay, Verified

hello@vipone.tech · www.vipone.tech

Nairobi, Kenya