

BROKER PARTNERSHIP CHARTER

The Broker Partnership Charter

Plain-language broker-to-broker terms. Attribution protected by design.

PARTNER BRIEF

Private. Not for redistribution.

BROKER PARTNERSHIP CHARTER**The question every broker asks first**

Will Elegasea steal my client. The honest answer is no — and the reason is structural, not promised. Elegasea is not a charter marketplace. There is no public fleet page, no rate card, no comparison grid. Principals do not browse. Every routing happens privately, on a partner-introduced basis, with attribution locked the moment your introduction is recorded.

How attribution is locked

When you introduce a principal, the platform records a first-touch lock against your partner identifier. Any subsequent concierge activity from that principal resolves back to your record for a 30-day intro window, after which the relationship returns to a normal partner-of-record state. The mechanic is enforced by the same attribution layer that powers our internal partner reporting — not a handshake, an audit trail.

Concretely: when a request lands, the resolver reads the introducing partner first. Routing, communications, and any commercial outcome are tagged to that record. If two partners are involved, both are surfaced. We do not silently re-attribute.

How commission mechanics work

On charter business introduced by a partner broker, the introducing broker remains the broker of record. Elegasea does not insert itself into the central agent relationship and does not shop introduced principals to other operators. Where Elegasea adds layered services around the charter — ground, residences, aviation, programming — those revenues sit outside the charter commission and do not reduce broker compensation.

In the cases where a principal arrives via Elegasea direct and a partner broker is later engaged for execution, the partner broker is treated as broker of record on the charter and commissioned per standard terms.

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What you get as a partner broker

- A private partner record with first-touch lock on every introduction
- Discreet routing — no public exposure of your principal
- Attribution-protected concierge layered around your charter
- Quiet status updates so you stay close to the principal
- No outbound marketing to your introduced clients, ever

What we ask of you

- Introduce only principals you would put in front of an owner you respect
- Use the partner intake — it is the moment attribution locks
- Tell us the constraints we should not breach (privacy, geography, calendar)

Who this is not for

- Brokers seeking a list-and-spray distribution channel
- Open-platform charter wholesalers
- Anyone treating the relationship as a lead source rather than a principal

Next step

Reply to this brief from your professional address. We will return a one-page partner agreement, a partner identifier, and a private intake link. The next charter you introduce travels under that identifier.