

## **DEVELOPERS CLUB FAQs.**

### **What is the developers club?**

This is a business club for customers who are in the real estate ecosystem including developers, estate agents, architects, engineers, quantity surveyors- as well as those who provide complementary services to the real estate fraternity e.g. lawyers, valuers, building material supplier

### **When did the club start?**

Developers club was founded in 2009. The club is being relaunched in 2024.

### **What are the benefits of the Developers club to its members?**

- Partnering with developers to sell their units through our wide branch network, open days, expos and bus tours.
- Networking & peer to peer engagements opportunities with other members during our events and WhatsApp group.
- Opportunities to lobby the government to influence policies in the real estate sector.
- Capacity building in relevant topics e.g. Sustainability, Green lending & borrowing, green spaces, urban planning among other topics.
- Exposing diaspora customers to verified developers.
- Market exposure activities through local, regional & international trips.
- Discounts through our partners e.g. Bamburi cement, simba cement, crown paint e.t.c.
- Leveraging on the KCB wide network.
- Co-branding of KCB funded project sites
- Flexible loan terms for Developers facilities e.g. early drawdowns
- Displaying marketing material at our property center and other KCB assets.

### **What are the benefits of the Developers club to the bank?**

- NFI through club fees, vendor fees, appraisal fees e.t.c
- Customer loyalty due to deepened relationships with customers.
- Referrals of new customers by existing members.
- Visibility in the market.
- Product penetration.

### **How do I register to be a member of Developers club**

One needs to be a KCB account holder then opt into the club by signing a joining form.

One can join the club from any branch.

### **What are the charges?**

Monthly fees – 1,065/= (Exclusive of excise tax)

Annual fees – 11,000/= (Exclusive of excise tax)