



MEMO TO ALL BUILDERS

RE: PAYMENT TERMS

Company policy for payment is **UPON DELIVERY OF UNITS**. We realize that some circumstances necessitate a delay in payment awaiting bank drafts. If this is the case, you **MUST** advise your salesperson of this **PRIOR** to delivery of the units to make arrangements for assignment of funds. A commitment letter from the bank of record stating release of funds to SMI when the units are set on the foundation, and without reservation, will be required. Any deviation from this policy will be subject to additional fees.

Please contact your sales representative if you have any questions regarding this matter.