



Vahista Consultancy

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**Shop No. 1, Picasso Kedari Arcade,
Kedari Nagar, Salunke Vihar Road,
Pune – 411048. India**

www.migrateaust.com

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About Us



Vahista Consultancy in association with **Rayford Corporations**, are registered with the Australian Migration Representatives Registration Authority (MARA), and a member of the Australian Migration Institute of Australia (MIA) - the professional body for registered migration Representatives. Our Migration Representatives Registration Number (MARN) is 0741780.

Our customer service and response times are amongst the best in the industry which enables us to maintain a high standard of client satisfaction. Even though our work largely involves the provision of quality consulting and administrative services on visa and skills assessment matters, we are also able to assist you in other areas by providing a complete settlement kit.

While we help you with some guidance on matters such as schools, property investments, real estate and banking, you must nevertheless exercise your own judgment in such matters. At **Vahista Consultancy**, we generally will not take on a case unless we believe you have a fair chance of success. Our initial consultation is free. Should you decide to use us as your MARA, you can be assured that our fees will be competitive. In short we leave no stone unturned in the success of your case and help you to fulfill your client's dreams.



Mission Statement



- At **Vahista Consultancy** we are a professionally run business. Our specialization is to define, classify and project the client's usual occupation to suit current Visa Policies. Our expertise is gained from 6 years of experience in **Visa Consultancy**.
- Like other migration consultants, we do not guarantee a 100% successful outcome even if the client's case looks very promising but we can definitely assure that a client can count on us to act in their best interest throughout the case, maximize their chances of success at every stage of the process and above all keep their case details confidential.
- **Vahista Consultancy** is in association with the South Australian Government for major expansion plans. The SA government considers Vahista Consultancy to be on the path way for being one of the pioneers in its expansion roles.
- Our prices are reasonable and our customers have confirmed that we provide excellent value for money. In short our goal is to provide you with exceptional service & at fair prices.



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Our Team & Offices



Vahista Consultancy

Corporate Head Office:

Shop no 1, Picasso Kedari Arcade, Picasso Kedari Nagar, Pune - 411048 India

Mumbai Office:

Shop no 10, Veena Beena Shopping Center, Opp. Bandra Railway Station, Bandra (W)
Mumbai - 400050 India

Burzin Nanavatti

Managing Director

burzin@vahista.com

S Veena

Management Head

veena@vahista.com

Dyna Mascarenhas

*Advertising & Marketing
Head*

dyna@vahista.com

Tasneem Bohra

*Sales/Operations
& Back-office Head*

tasneem@vahista.com

Maria Safri

*Sales/Operations
Incharge*

maria@vahista.com

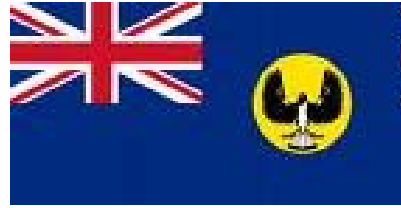
Opportunities



- There is little doubt that franchising can assist in multiplying small businesses, help individuals into a business of their own who would otherwise have a potentially high failure.
- However, this does not mean buying a franchisee guarantees that your business will succeed. You owe it to yourself to be well informed.
- 85% of Business under franchise scheme are those Business that have a life span of more than 10 years.
- 95% of Business started by individuals fails within a span of 2 years.
- As a Business Enterprise, we are focusing of expanding our business through representative schemes or franchisee schemes and benefit our Representatives and franchisees with our vast Business and Professional experience and expertise which will help them boost their own business in their respective territories.
- If you are looking for exciting Business proposition where your investment fetches you a lucrative & consistent returns, then investing in a migration firm makes perfect Business sense. Provided you choose the right franchisor, like Vahista Consultancy.

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Potentials



- **Vahista Consultancy**, already registered with MARA, is exploring new and bigger avenues to enhance its goodwill with SA Government.
- Following are the potentials that SA Government is promising its migrants:
 - The Olympic dam is one of the largest open mining crater created. Its on the verge of an unprecedented mining boom hence creating extensive opportunities for all sorts of Skilled and Business Migration - *Reported in Premier by Mike Rann.*
 - Adelaide is considered to be the 7th best livable city in the world.
 - SA is the most cost effective place to live with a family
 - SA is the home for the best wines & vineyards
 - SA is considered to have the world's largest opal mine
 - SA is home to 4 of the nations 5 mines.
 - Adelaide is considered as the 3rd most competitive business city in the world and number 1 in Australia



Duties of Representatives



- The representative shall represent the principal's (VC) interest in their region. Should the representatives decide to appoint other Representatives, the same shall be done as per the norms set for by VC
- The Representatives will exclusively at his/her cost provide for:
 - Road facing office
 - Minimum 300 sq ft space
 - Fully Air-conditioned ambience in the office
 - Clean toilets if attached
 - Interior according to VC norms
 - Laptops, Printer/Scanner/Copier, internet connection, and 2 phone lines are Mandatory
 - At least 3 Counselors, presentable and proficient in English language, one Documentation assistant, One office boy, smart and presentable.
- The Representative to bear all the monthly expenses towards rent of premises, telephone expenses, electricity charges and salaries to local staff employed by the Representative.
- The Representative will be charged a service fee of 500A\$ per month



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Duties of Representative

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- The Representative will provide to the best of his/her capacities, on behalf of the Principal, the following services:
 - Consultation to the prospective client on all and any new products and services introduced by the Principal
 - Receive payment in the name of Vahista Consultancy and get it deposited in the designated company account as per the client contract
 - Service all existing clients of the Principal located in the jurisdiction of the Representative
 - The Representative shall be responsible for payments of all kinds of advertisements and its marketing strategies. All Representatives are free to adapt their way and mode of advertisement and marketing strategy BUT with the consent and only after consulting VC



Duties of Vahista Consultancy



- The Principal – VC at his own cost will provide:
 - All facilities related to case preparations, case filing, case follow-up and case-coordination with the respective lawyers and consulate office and also all other co-ordination with Domestic & International Associates
 - All domestic and international courier expenses, once the documents are sent to the HO by the Representative
 - 500 visiting cards, 5 letter pads of 100 leaflets and a Vahista email id.
 - All types of designing, upgrading, promotion, and marketing of www.migrateaust.com website
 - All the necessary updates regarding the new or change in procedures and forms from the respected Authorities
 - Designing of Advertisements and any other promotional material according to the specs and size given by the Representative
 - Complete contact detail of the Representative will be provided on the website



Terms and Conditions



- **The Representative** confirms and agrees to give a minimum of 5 Clients for the 1st month and later from the 2nd month, an average of a minimum of 10 clients per month.
- **VC** confirms and agrees the following below:
 - Someone from our VC Corporate office will be visiting your office once every month on appointment basis.
 - VC shall put the Representative on our corporate website, as one of our associate office/offices in the specified location.
 - VC shall not cater to any clients from the area allocated to the Representative but divert all inquiries to them and also provide a database of all qualifying clients to the Representative.
 - VC will provide professional training to the members of the Representatives and will keep updating them as and when required.
 - VC permits The Representative to use its logo but with due permission of VC



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Terms and Conditions

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- **The Representative** will need to provide:
 - Detailed Marketing Plan for running this project
 - Approximate Projection of Clients – considering minimum of 10clients as confirmed
 - Brief Profile of all involved in the business
 - A Letter of Interest – (stating that you would be interested in either “*representing Vahista Consultancy*” or “*using services of Vahista Consultancy*”), as discussed in our said meeting.
 - Advertise and Market the business to procure clients as per the marketing plan agreed by us.
 - Consult the prospective client on all and any new products and services introduced by the VC.
 - Receive payment in the name of **Vahista Consultancy** and get it deposited in the designated company account as per the client contract.

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Terms and Conditions

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- **Incentives:**

The commission imparted by VC to the representative will be anywhere between 40 – 45%

- **Payments:**

VC, according to the Incentives decided, will pay the Representative after the client's case is approved by our higher authority and also signing the contrast and the funds received from the clients into VC accounts.

- **Terms & Review:**

VC shall give you, a term period of 12months from the date of appointment, after which it will be Reviewed

- **Termination:**

VC may, at any time by verbal or written notice, with immediate effect, terminate your appointment. One month written notice is required, should you decide to terminate this agreement.

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Terms and Conditions

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- This agreement is valid only to the cases that are registered and signed after signing of the said agreement and shall not include any revenue collected with respect to cases registered/signed/filed before the signed agreement.
- For the purpose of collection of this gross revenue, payment collected towards Lawyers or any other Consultants involved in the case, the processing fees of respect Authorities wherever applicable will not be included.
- It is clearly understood that in case of refusal of any applicant's application, if so required by the terms and conditions of the client contract, VC is required to carry out refund to the clients, or consulting fee paid to VC. In such a case, the Representative shall reimburse to VC for commission made against such cases to VC, to the extent of commission dispersed on those particular clients.



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Revenue Sharing



- The current sharing agreement is only for revenue collected in relation to all the Consultancy Business being run by VC and all its related services
- The formula for sharing of revenues related to any new products or services introduced by VC shall be discussed at the appropriate time and when the new product or service is introduced
- This agreement is valid only to the cases that are registered and signed after signing of the said agreement and shall not include any revenues collected with respect to cases registered / signed / filed before the signed agreement.
- The gross revenue collected by the Representative as per details provided in point no.1 to 3 will be shared between VC & REPRESENTATIVE would be between 40 – 45% as decided by VC.



Global Distribution

EUROPE
ASIA
UNITED STATES
OCEANIC



Revenue Sharing Cont...



- For the purpose of collecting this gross revenue, payment collected towards Lawyers or any other Consultants involved in the case, the processing fees of respected Authorities wherever applicable will not be included
- It is clearly understood that in case of refusal of any applicant's application, if so required by the terms and conditions of the client contract, VC is required to carry out refund to the clients, or consulting fee paid to VC. In such a case, the Representative shall reimburse to VC for commission made against such cases to VC, to the extent of commission dispersed on those particular clients.



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Thank You for your valuable time and interest

We look forward to hear from you soon



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