

Bidder No. _____
(to be assigned by King)

J. P. KING AUCTION COMPANY, INC.

**AUCTION BUYER INCENTIVE PROGRAM
REGISTRATION FORM**

**Kluge Estate Winery
Charlottesville, VA
April 7, 2011 at 1:00 PM (ET)**

BIDDER'S NAME _____

BIDDER'S ADDRESS _____

HOME _____ OFFICE _____ CELL _____

E-MAIL ADDRESS _____ FAX NO. _____

I would like to hear more about your services.

Call me at these numbers about opportunities to _____ buy property.

Call me at these numbers about opportunities to _____ sell property.

Location and type of property to sell _____

_____ I do not wish to be contacted by telephone on future opportunities.

OPENING BID

Please refer to the Terms below for important information and instructions.

Client's Opening Bid for the Property is:

Tract 6- 647.71 +/- Acres with Vineyard & Improvements	\$ _____
Tract 5- 6.23 +/- Acres with Farm Shop	\$ _____
Tract 3- 131.7 +/- Acres with Winery & Vineyard	\$ _____
Tract 1- 94.26 +/- Acres	\$ _____
Tract 2- 21.68 +/- Acres	\$ _____
Entirety- 901.58 +/- Acres with all Improvements	\$ _____

Property Location:

100 Grand Cru Drive
Charlottesville (Albemarle County), VA

AUCTION BUYER INCENTIVE PROGRAM

TERMS

1. As used herein, "Buyer" means a "Bidder" properly qualified to bid in the Auction that has completed and timely filed this Pre-Auction Bidder Registration Form ("Registration Form") with J. P. King Auction Company, Inc. ("King") and that becomes the Buyer of the Property in the Auction.
2. This Auction Buyer Incentive Program ("ABIP") is limited solely to a sale of the Property made to a Buyer of the Property in the Auction and it does not apply to any other sale of the Property.
3. In order to be entitled to any incentive under the ABIP ("Incentive"), Buyer must timely satisfy each of the following steps prior to the Auction:
 - a. register by filling out the Registration Form in full, signing, and dating it;
 - b. submit the Registration Form by mail to J. P. King Auction Company, Inc. at 108 Fountain Ave., Gadsden, AL 35901, or by facsimile transmission to (800) 707-4204, and King must receive the Registration Form before the deadline of Tuesday, April 5, 2011 (any Registration Form received by King after the deadline will not be honored and any Registration Form sent anywhere other than the above address or facsimile transmission number will not be honored);
 - c. bring to the Auction a copy of the Registration Form which has been acknowledged in writing as accepted by King;
 - d. become the Buyer of the Property at the Auction; and
 - e. fully and timely comply with each and every requirement contained herein.
4. Buyer must also unconditionally and irrevocably agree that:
 - a. a credit of One percent (1.00%) of the amount of the written Opening Bid stated above will be given to Buyer at the time the sale is closed ("Closing").
 - b. Buyer will not claim any change or exception to these requirements, unless such change or exception has been made in writing and signed by Seller and an authorized representative of King;
 - c. no oral registration of Buyer will qualify Buyer for any Incentive under the ABIP;
 - d. the escrow-closing agent will issue a credit or disbursement to Buyer, as the case may be, at the time of Closing;
 - e. Buyer will be entitled to an Incentive only as set forth herein and only as pertaining to the Property;
 - f. Buyer will not be qualified to receive any Incentive should Buyer fail to complete, sign, and date this Registration Form;
 - g. King solely represents the seller and does not represent Buyer or any other bidder or buyer;
 - h. Broker will hold harmless and indemnify King against any and all claims of others with regard to any Commission due or paid to Broker, as well as for any representation of any kind made by Broker to Client or any other person or entity;
 - i. each Opening Bid will be taken by King in the order received and, if the same amount is submitted by more than one bidder, the Registration Form first received by King, as determined by King and in its sole discretion, will have priority over any other Opening Bid with the same bid amount;
 - j. King is specifically authorized to use Buyer's Opening Bid, and every other bidder's Opening Bid, as a legitimate bid to either open or advance the bidding in the Auction;
 - k. if Buyer submits no written Opening Bid herein, Buyer will not be eligible to receive any Incentive under the ABIP;
 - l. an Opening Bid must be stated in U. S. Dollars;
 - m. Buyer will abide fully by the terms and conditions of the Auction and fully and timely perform all obligations required by the contract for sale with seller for the Property.
 - n. Buyer acknowledges receiving all three (3) pages that comprise this Registration Form;

For further information or assistance, please call (800) 558-5464.

BUYER _____ DATE _____

FOR OFFICE USE ONLY: RECEIVED & ACKNOWLEDGED BY AUCTION INFORMATION		
_____ / _____ / _____		
INITIALS	DATE	TIME

Please note: In order for Buyer’s agent or broker to qualify for a Cooperating Broker’s commission on a sale of the Property to Buyer, which is an incentive program (“Cooperating Broker Auction Incentive Program” – “CBAIP”) separate and apart from this Auction Buyer Incentive Program, both Buyer and Buyer’s agent or broker must complete the separate CBAIP Registration Form. The CBAIP Registration Form must then be timely submitted to King and received and acknowledged by it before the registration deadline.