



## TechDivision Referral Program T&C's

### **Referral Programme**

As an existing customer, you are uniquely positioned to recommend our business to others. TechDivision team up with and provide IT services to their clients.

Partners can sell TechDivision's services directly, or simply refer customers. Partners are supported in their sales efforts and rewarded for success.

TechDivision deliver quality, value for money IT services. We recognise that our partners' reputations are at stake and we respect the bond between our partner and their client.

### **Simple Referrals**

Partners simply passing on contact details are rewarded with 5% of gross services billing for the following 6 months. TechDivision handle the entire sales process, dealing directly with the client, leaving the partner relatively unburdened.

A typical partner referring 100 prospects, with TechDivision achieving a 10% success rate, yields 10 successful referrals. Assuming each of these committed to weekly backup and support services, £1,500 in rewards would be paid. Not bad for a couple of hours work?

Most customers take further services: extra support, development and installations; generating further sales and further rewards for partners.

### **Partner Sales**

TechDivision provide a higher level of reward to partners actively selling services to their clients. Rewards of 10% of gross services billed are paid, up to a maximum of £250 per referral.

Partners selling TechDivision's services to their clients often see more success than those simply passing on contacts. Who does a customer trust better than their existing advisor?

A typical partner with 100 clients might achieve a 30% conversion rate. Assuming that weekly backup and support are provided to these customers; over £5,000 in rewards would be generated in the first year.

### **How to Start Earning?**

Give us a call on 020 8891 3010 and ask for Mark Lilleyman.

# Terms and Conditions

The TechDivision referral program has been developed out of a growing base of referrals. The program is in its introductory phase. As such these terms and conditions may be updated from time to time. Please contact Mark Lilleyman for further information about the program and to make a referral.

To take part in this program we ask that all Referees read the following guidelines:

## 1. Referral Commission and Pay Plan

Businesses passing on contact details are rewarded with 5% of gross services billed for 6 months from the date of the prospect's first invoice. TechDivision handle the entire sales process, dealing directly with the prospect upon referral.

To give you some idea of the rewards, annual referrals of 50 prospects, with TechDivision achieving a 33% success rate, yields 17 successful referrals. Assuming each of these committed to 1 hour per week of support services, £1326 in rewards would be paid over a six month period.

Most customers take further services: extra support, development and installations; generating further sales and further rewards for the Referee.

All referrals must be verified by the prospect prior to any referral reward being paid. The maximum fee paid by TechDivision for a single referral in any case will be £250.

Payment will be made monthly in arrears directly into the bank account nominated by the Referee, or in the case of existing customers, will be deducted from your monthly invoice.

## 2. Terms and Conditions

- 2.1. TechDivision will accept individual persons, partnerships and Ltd companies as Referees. Referees may use a trading name for the conduct of their TechDivision business. Spouses may be accepted as Referees.
- 2.2. No purchase or investment is necessary to become a Referee.
- 2.3. The Referee shall be remunerated in accordance with the Referee Pay Plan (outlined in Section1), as amended from time to time.
- 2.4. The Referee understands that Services, Prices and Rates offered by TechDivision may be subject to change without prior notice. We will endeavour to inform all parties in advance of any changes that may be planned.
- 2.5. The Referee is an independent contractor and the Agreement does not create a franchise or an employer / employee, partnership, or joint venture relationship. The Referee shall have no legal right or authority to bind TechDivision to any obligation or to make representations or warranties on behalf of TechDivision. The Referee shall be responsible for the filing of all necessary tax returns and paying all applicable taxes due in relation to the Referees commission on TechDivision referrals.
- 2.6. As an independent contractor the Referee agrees to:
  - 2.6.1. represent TechDivision with the highest standards of honesty, integrity, and fairness. To answer customers questions honestly and clearly; and where necessary refer the customer to a TechDivision consultant
  - 2.6.2. not to sign any document that relates to the TechDivision Services on behalf of TechDivision. Any such documents will not be deemed valid or bind TechDivision;
  - 2.6.3. respect customers' right to privacy and their right to bring any contact to an end;
  - 2.6.4. not to provide any guarantees about TechDivision prices and all aspects of service and after sales service provided by TechDivision;
  - 2.6.5. refrain from in any way exploiting the prospect especially anyone who is particularly vulnerable;

- 2.7. The Referee is liable for all statements he/she may make which deviate from such information issued by TechDivision and hereby indemnifies TechDivision from any loss, damages, claims, costs including legal fees or court costs or fines arising from unauthorised representations made by the Referee.
- 2.8. TechDivision may terminate this Agreement by providing thirty (30) days' notice in writing to the Referee if TechDivision elects to discontinue promotion of TechDivision Products and Services through the Referee programme. TechDivision will honour all existing referral agreements until the natural expiration.
- 2.9. The Referee will not use TechDivision or TechDivision's trade marks, trade name, slogans, symbols, and colour scheme without TechDivision's written permission except in the marketing materials, products and promotional materials provided to the Referee by TechDivision.
- 2.10. Referees may not advertise on any electronic mail media, including but not limited to the Internet, other than by using the website templates supplied by TechDivision and containing information provided by TechDivision without prior written approval by TechDivision. No Referee may independently design a website that uses the names, logos, Products or Service descriptions of TechDivision nor may a Referee use "blind" advertisements on the internet making Product, Service or income claims which are ultimately associated with TechDivision Products, Services or the TechDivision Referee Pay Plan.
- 2.11. These terms and conditions and the Referee Pay Plan (as amended from time to time) constitute an informal agreement between the Referee and TechDivision and no other additional promises, representations, warranties or agreements of any kind shall be valid unless in writing and issued by TechDivision.