



Referral fee program

June 22, 2011

As a marketing strategy I am offering a referral fee of \$ 2000 for any direct leads that lead to a JD Edwards or accounting related engagement.

The following would be the terms of the fee:

- 1) Fee would be pro-rated over 6 months and will be paid at the end of 6 months or at the end of the engagement whichever is sooner. \$ 2000 will be in C\$ if the client is in Canada
- 2) Need the contact information of the decision maker to qualify
- 3) \$ 2000 referral fee will apply to leads only to clients and NOT to recruiters or any middle men.
- 4) The referral fee for recruiters or any middle men is only \$ 500 and will be prorated over 3 months**
- 5) Does NOT apply if you are the decision maker , if the fee can be interpreted as a bribe, or if there is any conflict of interest at your end.
- 6) Includes leads provided within the same company or subsidiaries
- 7) Includes leads provided to the decision makers for JD Edwards business partners
- 8) If more than one individual claims to have helped me get the engagement, the maximum referral fee shall not exceed \$ 2000 per assignment and the fee will be divided equally among the number of people who helped me get the assignment.
- 9) This offer is valid only till Dec 31, 2011 (Please check with me before you give me referral if I still have this program after this date).
- 10) Applies only to one assignment per client.
- 11) Will not apply to subsequent contracts or leads to my existing clients. (May consider for existing clients if you can prove that you were the architect to bring me back to the project)
- 12) Please note that since I am also aggressively looking on my own, and already have established relationships with clients and business partners. To avoid any misunderstandings please get my approval before submitting my credentials to any one. Please mention only the first letter of the client, or very minimal information, to verify if I have had any dealings with them in the past few weeks/months prior to submission. Will provide evidence by forwarding email or a name to re-confirm that I have been in touch with the client
- 13) Referral fee will not be applicable after a period of six months if the lead does not result in an engagement (Rational: Since the JDE world is a very small world and I am also aggressively trying to connect wit the decision makers directly, I could have connected with the decision makers directly my self. Six months is really very generous since the industry standard, to not to deal with the client directly, is when you work for the client.)
- 14) If you already have an established relationship with a client and can negotiate a deal for me, I am also open to paying you a fee by the hour.
- 15) If your preference is to form long term relationships with people based on trust where in we help each other during our hour of need, I am very much open to the concept as well and would make it a priority to return the favor to those who helped me out without any monetary considerations.
- 16) I would be also open to any other terms that you suggest, which we need to agree upon.