

FacetPhone Referral Program

The FacetPhone Referral Program is designed to encourage active participation in selling FacetPhone systems with non-FacetCorp personnel who are not directly affiliated with an authorized FacetPhone reseller. The plan is designed to create an incentive to introduce and help sell FacetPhone to prospective customers.

Roughly 10-15% of all companies replace their telephone system each year. The goal of this program is to make more of these companies aware of the FacetPhone IP-PBX telephone system. This program offers companies looking for a new phone system with a state-of-the-art solution; and it provides a substantial incentive to FacetCorp's referral partners to be alert to any telephone system opportunities, without requiring them to become knowledgeable in IP-PBX technology or FacetPhone. This referral program is open to companies that are not current FacetCorp reseller partners.

The Referral Agent is a person or company who refers another company to FacetCorp where that company is planning to buy a new telephone system. The Referral Agent leverages their good relationship with the prospective customer to introduce them to FacetPhone, and help persuade them to purchase the system. FacetCorp will work proactively and cooperatively with the Referral Agent to help close the business, including sales meetings, FacetPhone system demonstrations, technical Q&A sessions, proposal, and price quotation. The purchase agreement, contract and license are handled directly by FacetCorp with the end customer.

After the FacetPhone order has been placed, and the FacetPhone system installed and the end customer (or reseller) has made full payment to FacetCorp, FacetCorp will pay a referral fee to the Referral Agent as defined below. The percentage listed is the percentage based on the FacetPhone software license fees of the price paid to FacetCorp. For a sale through a reseller, this would normally be based on the reseller price per port (currently \$120), whereas an end user sale would typically be based on the end user price per port (currently \$180). If there is any overall FacetPhone discount given to the customer, this amount is subtracted from the FacetPhone software license fee before calculating the referral fee. The maximum referral fee for each new customer is \$1,000.

	Referral Fee
Referral Agent	10%

In order to qualify for any referral fee, that person (or company) must play an active role in recommending and promoting FacetPhone to the customer. The referral fee is paid only for new customers' initial order. Existing FacetPhone customers who are adding to their system, and current known FacetPhone prospects with recent sales activity are excluded from this program. FacetCorp reserves the right to change or eliminate the FacetPhone Referral Program without notice.