

New Client Referral Agreement

Introduction

Expertek will pay **£1,000** for every new contact that leads to the sale of the **Strategic Sales Program**.

Like most companies Expertek is always looking for new clients. We deliver core marketing and sales services to a broad range of companies, targeted at the IT and technology sectors. You can read more about what we do at www.expertek.co.uk.

We also deliver the **Strategic Sales Program**. This is excellent program for enabling salespeople (both direct and through partners) to sell solutions. It is a system to extract and condense the essential information that a salesperson must know to sell a specific proposition:

- The core document is an easy to digest but hard hitting 20 pages, aimed directly at the salesperson
- It is produced explicitly for salespeople and gives them what they really need to know
- The information is gathered in a short intensive workshop run by our team
- The process and deliverables have been proven many times over at companies such as LogicaCMG, Advantica and Nortel Networks.

Target Company Profile

Strategic Sales Program has been most successful with companies selling complex solutions into IT and Telecommunications markets. However, the program is of value to most companies selling a complex or technically based proposition, especially where they need to enable and motivate internal or partner channels. It has also been used with start-ups, where it has been used to refine and communicate the proposition, and with organisations as diverse as engineering consultancies, and major corporations such as BT.

What to do

If you think you have a contact that would benefit from the Solutions for Sales program then please:

1. Send the name of the organisation to us by email so we can check that we are not already engaged with that client.
2. If we confirm that we are not currently engaged with the organisation then please make your contact aware of the proposition, confirm that they are interested, and would like us to contact them. We can only work on a permission-based approach.
3. Send us the contact's name (and contact details) together with your own details. We will acknowledge the lead or decline it in exceptional circumstances – for example the contact has already rejected the proposition.
4. We will send you the referral fee when the contact's organisation has paid the first stage invoice for the Strategic Sales Program.

Please see the Conditions and Exclusions for additional information.

Contact

Expertek Consultants Ltd



www.expertek.co.uk



+44 (0) 1926 401960



+44 (0) 870 7061448



referral1@expertek.co.uk

The Strategic Sales Program is delivered in association with Solutions for Sales Ltd.

Conditions and Exclusions

1. The referral fee will be paid when the new client pays the first stage invoice for the Strategic Sales Program.
2. The client must contract for Strategic Sales Program within 6 months of the initial referral.
3. Only one referral fee will be paid, per client.
4. Payments will be made by UK sterling cheque only, payable to the referrer or referrer's organisation only, and will be posted out within a maximum of 28 days.
5. The referral will not be accepted and the referrals fee not paid if the target is already been contacted by Solutions for Sales Ltd or Expertek Consultants Ltd.
6. Because of the very nature of this scheme, you also agree to allow Expertek Consultants Ltd to use your details (in this instance your name and your e-mail address) to send e-mails to the target company.
7. To the fullest extent permitted at law, neither Expertek Consultants Ltd nor any of its Directors or employees will be liable for damages arising out of or in connection with this scheme. This is a comprehensive limitation of liability that applies to all damages of any kind, including (without limitation) compensatory, direct, indirect or consequential damages, loss of data, income or profit, loss of or damage to property and claims of third parties.
8. These Conditions and Exclusions may be amended or modified by Expertek Consultants Ltd in its sole discretion at any time.
9. We reserve the right to withdraw the scheme or modify the payment amounts without notice.
10. With regards to Severance, if any provision of these Terms and Conditions is held to be invalid, such invalidity will not affect the remaining provisions.
11. These Terms and Conditions will be interpreted, construed and enforced in all respects in accordance with English Law, without reference to its choice of law rules, and you irrevocably submit to the non-exclusive jurisdiction of the English courts.

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