

Standards

- Referral fees are \$125 for Integrated HS Labor and \$25 for Non-integrated HS Labor **per Site.**
- Leads must be referred to HS through the **online form.**
- Referred leads must close (i.e. enter into a binding, definitive non-cancelable 12-month (or greater) agreement with HS for Labor products) within 120 days of submittal.

Bonus Eligibility

- Consultants, investors, service providers, and ISVs all qualify for referral bonuses; (HS employees and customer employees do not qualify.)
- The original lead source must be "Referral." If the lead is already in the HS system under a different source, *the referrer is not eligible for the bonus.* HS reserves the right in its sole discretion to determine the original lead source of the referred customer. Exceptions may be made by HS Channel team if the lead is in the HS system but has not been contacted by HS for 6 or more months.
- Restaurant owners/restaurant employees/restaurant franchisees cannot refer their own restaurants.
- Partners with existing referral program contracts and their employees are *not* eligible for this bonus. Their referrals should adhere to their individual program guidelines.
- ***Always verify with your employer if you are eligible for referrals.***

Minimums & Limits

- Referred customer account must be live with HS Labor for 30 days and current on any payments due for referrer bonus to be paid. Payments are processed at the end of each quarter.
- Limit one referrer bonus per restaurant brand or group. For any referral questions, please contact the HS Partner team at partners@hotschedules.com

Payouts

- When eligible for the bonus, the HS Partner team will reach out to the referrer via email to obtain the necessary payout information.
- Referrers will be required to complete a W9 form and provide ACH information prior to receiving payment. (all payments are processed electronically and forms will be provided by HS)
- All payments are processed quarterly and paid within 45 days.

Modifications

- HS reserves the right to modify or terminate this referral bonus plan at any time at its sole discretion.

Refer A Client
FORM

Please Provide Your Contact Information (This must interface with SF - Referring Account, Referred by fields)

First Name
Last Name
Your Company
Your Email
Your Phone
Your Website

Please Provide your Client's Information

Client's First Name
Client's Last Name
Client Company
Client email address
Client phone number
Comments:

Submit

Ryan these will need to have a template letter that auto sends as soon as we get the lead and SDR can follow up, make sure they're set up in SF and that the lead is tagged properly in SF.

THE PAGE

Have a client interested in HotSchedules?

Registering a Referral is EASY

1. Fill out the form here
2. We'll confirm the lead as Net New and reach out to your customer.

Unfortunately, we won't be able to pay a referral bonus on companies that are active in our pipeline.

3. Your Client realizes you were right all along and signs up with HotSchedules.
4. You get paid a referral bonus of up to \$125* per site for making it happen.

*This wouldn't be a promotion without the fine print. Read the terms and conditions so you know all the rules - READ THEM, seriously, we don't want you to be disappointed if all your hard work gets dismissed.

