

# Referral Discount

We're extremely grateful to our clients who express a desire to see our team succeed. Many have helped our company grow with their ideas, encouragement, and referrals. As an expression of our gratitude, when a client helps us grow we want to help them! Beginning January of 2021, we offer our Referral Discount to all clients.

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## Referral Discount

Beginning January 2021, we will provide a combinable, concurrent, sequential 5% discount to all invoices for 12 months for each new client referred to our company. The new client may be a prospect or completely off our radar, but must become a client and remain a client for the period of the discount.

Becoming a client happens upon Basis License transfer or first invoice.

- The 5% discount is applied to the entire invoice (non-subscription services).
- **Combinable:** The 5% discount may be combined with other saving initiatives and/or discounts, such as Software Support Agreement discounted rates, Loyalty discounts, etc.
- **Concurrent:** The 5% discount may be concurrent up to ten times; ten referrals would equal a 50% discount to your entire invoice for 12 months (twelve month period for each referral applied from date of Basis License transfer or first invoice per referral).
- **Sequential:** Referral discounts beyond ten concurrent referrals are sequenced to be applied at the expiry of any concurrent referral discount. Sequenced referral discounts will apply for a twelve month term.

Our clients have always been our best sales and marketing effort. Word of mouth and their testimony to our customer service has grown our client list well beyond the efforts of our newsletters, advertisements, or promotions.

Do you have friendly competition? Are you part of an EASA Roving Chief Executive program? Just a few words in our direction could benefit your company!

Note: New clients must confirm your referral.