



## VCG Customer Referral Program

The goal of the VCG Customer Referral Program is to reward loyal customers for their active help in identifying and referring new customers to VCG.

Satisfied customers are one of VCG's greatest resources in finding new prospective customers for our products and services. By helping us find these new customers, a VCG customer can earn cash rewards or credit towards a variety of VCG products and services.



### *How it works*

For every qualified lead a customer provides that results in a new contract, the customer will be awarded \$1,000 in cash or credit towards the purchase of VCG products and/or services.

Submitting a lead is simple – customers can contact us at [vcgsales@vcgsoftware.com](mailto:vcgsales@vcgsoftware.com). There is no limit to the number of referrals a customer can submit or awards they can earn.

### *Customer Referral Program Rules*

#### **Definitions**

Definition of a Qualified Lead:

1. a contact in an influencer or decision-making role at an organization that is considering the purchase of a recruiting or staffing software solution
2. contact information includes name, title, organization, email address, and phone number
3. contact organization is not currently a VCG customer
4. VCG has NOT submitted a software sales contract proposal to the organization in the past 12 months

Definition of a New Contract: A signed contract for licensed VCG recruiting or staffing software or at least 12 months of hosted VCG recruiting or staffing software.

#### **Criteria and Process Requirements:**

Referred leads must be for new business only. Leads must be submitted to VCG sales and properly recorded to qualify. Leads must close within 12 months after the date submitted to qualify. Leads that are booked after the 12 month period are ineligible for the award.

#### **Award Criteria:**

VCG will award \$1000 (one thousand dollars in US currency) to the person who submits a Qualified Lead resulting in a New Contract. This award will be issued within 15 business days of VCG's receipt of a New Contract resulting from the lead. This award is available in one of the following ways: an American Express debit card or a credit towards the purchase of VCG products and/or services to be determined by the customer which must be used within six months of the credit issue date.

#### **Important Notes:**

VCG's Customer Referral Program described herein is effective on February 15, 2008.

VCG reserves the right in its sole discretion to alter, amend, modify, change or discontinue any of the plan's terms described herein without prior notice. VCG retains sole discretion and authority to interpret all aspects of the plan including, but not limited to, criteria, eligibility, amount and/or frequency of payments, and whether such payments will be made.

VCG sales staff will record the customer provided Qualified Lead information and date of entry for tracking, verification, opportunity qualification, follow-up and award processing.