

## 33% Referral Program

**CONFIDENTIAL**

REFUND\$ystems  
407.688.2200

### Significant compensation in return for a simple introduction

Do you have a client, prospect, or other business relationship who's company would benefit from reduced telecom expense?

Introduce us to that person, and if he or she engages in our telecom audit, then you will receive 33% of the sales commission that results from the audit.

#### Big Money for You

An single audit can earn you hundreds or even thousands of dollars. That is totally realistic. And all you have to do to earn this extra income is introduce us to your contact.

#### Big Savings for Your Client

Our expectation is that your client will save between 10% and 40% on his or her telecom expense as a result of the audit. And because the audit is contingency-based, your client or contact is guaranteed to succeed.

#### Who's Your Client

He or she could be the telecom manager, IT manager, CFO, CEO, owner, or even in some cases the A/P department.

Whoever is interested in lowering telecom expenses.



Look up to added income with the telecom audit.

#### 90% + Winning

We expect the audit will create refunds and savings for the client well over 90% of the time. You help us meet the client, and we do the rest. Expect to win!

#### Numbers of interest

- 33%: *That's what you can earn out of the available commission.*
- 8% - 10%: *That's your portion of the entire revenue pot.*
- 10% - 40%: *How much we've been saving our clients.*
- 0%: *The percentage of our actual clients who have experienced no savings.*
- \$0.00: *The amount of dollars your client pays out of pocket.*
- 100%: *That's our guarantee of success for your client.*
- 90%: *Amount of invoices that contain errors.*

### Here's how the numbers break out

**A telecom audit can earn you hundreds or even thousands of dollars.**

**The rewards can be outstanding!**

#### \$5,000 Sample

Let's say an audit brings in \$100,000 in savings to your client, which in turn nets \$50,000 to the audit firm. Refund Systems earns up to 30% com-

mission—or \$15,000.

You earn 33% of that amount, which is \$5,000.

Your share equates to 10% of the total revenue from that audit.



A win-win-win for all parties!

## Who qualifies for the audit?

**Any enterprise or organization whose monthly telecom costs are \$10,000 or more.**

But the spend can be much larger, and oft-times is. We have helped clients of that size up to \$1 million/month and more.

### No Recent Audits

In general you will want a client who has not had a telecom audit performed in the past 12—18 months.

### No change for a while

If your client has changed ser-

vices very recently, then it's difficult to audit the carrier that was fired. The leverage is simply lost.

### What services do we audit?

We audit local, long-distance, data, and wireless. In other words, we do it all.

### Should we discuss prospects in advance?

Every time. Together, we will review the client, their telecom spend, network, and other elements to determine they are a good prospect.



Your client will tell you that he doesn't have patience, time, or willingness to deal with all the invoice errors.

## What does the audit accomplish for my client?

The audit has two distinct cost-cutting targets.

- 1. Recover money spent due to telecom errors in the past.**
- 2. Uncover additional cost-cutting opportunities.**

When we recover money, that will usually come in the form

*"Our auditors guarantee that the client gets to approve any change before it is made"*

*Dan Wachs*

of a credit. This is money spent and forgotten by your client long ago.

Since the auditor becomes so familiar with the client's network, the auditor can recommend additional ways for the client to save, and the client has the right to accept or decline any recommendation it wishes.

That way, your client is in the driver's seat at all times.

## How do I get started?

Call Dan Wachs at 877.688.2200 or e-mail Dan at:

[dwachs@refundsystems.com](mailto:dwachs@refundsystems.com)

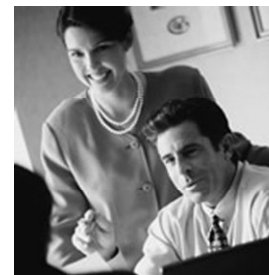
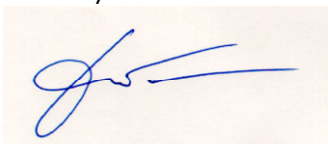
Let's discuss a specific audit prospect. A company who you can connect us with who would benefit from our expense management services.

If we both agree this is a good

candidate for the telecom audit, then we will provide you with a Refund Systems Referral Agreement, and we are off and running.

We are looking forward to having you as a partner.

Thank you!



Nothing satisfies like big savings.