



# Referral Partners

Referral Partners earn a percentage of the revenues for qualified leads that result in PointClickCare product sales and help us reach new customers. In addition to generating supplementary revenue, Referral Partners are regarded as problem solvers within the Long Term Care software market. With the insight to know how PointClickCare can help, these partners are at a competitive advantage - better positioned to expand their customer base. Contact us today for more details and to find out if you qualify for the program.

---

*Earn referral revenue*

*Generate add-on service business*

*Differentiate your business by aligning with a market leader*

*Qualify to become a consulting partner*

## How Partners Add Value

- Leverage your business experience and networks to introduce new customers to PointClickCare.
- Provide incremental coverage to PointClickCare's internal sales channel.
- Use PointClickCare to increase the value of your products and services for your own customers.
- Serve as a trusted technology advisor to your customers.

## How It Works

- Partners register opportunities to PointClickCare's internal sales channel and make an introduction;
- PointClickCare confirms that the opportunity is a qualifying referral;
- PointClickCare representatives engage with the Provider directly through the sales process;
- Referral Partner earns the related referral fee.

## Qualifying Referrals

- Partner makes a formal introduction between the Provider and PointClickCare
- PointClickCare or another Partner has not already engaged the customer
- The Provider is not currently a PointClickCare Customer of affiliated company
- Provider becomes a PointClickCare subscriber within 12 months of the date the referral.
- Partner does not refer the prospective Account to any other company that directly competes with PointClickCare

For more information contact Kate Wawrzonek at:

phone 800.277.5889 x291 email [kate.w@pointclickcare.com](mailto:kate.w@pointclickcare.com)