

Finder's Fee Policy

Established September 3rd, 2008

Alan Weiss, in his book, Million Dollar Consulting, defines Finder's Fees as "paid on business that is referred and that would not have otherwise been reasonably obtained. Thus, it is appropriate to pay a finder's fee for business that would not otherwise have come your way."

This policy follows Mr. Weiss' position on the amount and appropriateness of finder's fees.

WARM REFERRALS: These are leads to whom we have been introduced but which require our skills to close the deal. *The appropriate, and industry-wide accepted, finder's fee is 10%.*

HOT REFERRALS: These are leads to whom we have not only been introduced but with whom the referrer has actually closed the proposal and require only our acceptance of the client. *The finder's fee for this type of invaluable referral is 20%.*

Finder's Fee Policy Specifics

Revised February 6th, 2009

We thank you very much for the trust you place in us by referring us to your friends and clients. Our company philosophy includes outstanding professionalism, timeliness and honesty, with which we serve our clients and yours.

When you refer a new website development client to us, we say thank you with the above referral policy. Finder's fees are paid on the total sale amount of a client's initial project (minus any necessary subcontracting fees). If a client chooses any of our monthly services (i.e. Search Engine Optimization, monthly website updates, training, hosting, etc), the finder's fee will continue for the first 6 calendar months of this service. Finder's fees on Technology Training clients also extend to the first six months of service.

We utilize our discretion in applying the Finder's Fee Policy in cases of ambiguity. Our goal is to establish a strong and mutually beneficial referral relationship with you.

We send notes of thanks and finder's fees to you on or before the 10th of every month, or the first business day following if the 10th should fall on a weekend. If a referral you have made has utilized our services within the previous month, you will receive the appropriate finder's fee and our thanks for their continued business and your continued trust in our quality of service.

We look forward to further collaboration with you, and welcome any questions about our Finder's Fee policy and thank you structure.