



CUSTOMER REFERRAL PROGRAM

UNCOVER OPPORTUNITIES AND BE REWARDED!



WHY SHOULD YOU PARTICIPATE?

- ✓ It's **EASY** to submit
- ✓ It's **QUICK** to earn
- ✓ It **EARNs** you money

HOW IT WORKS

1. Identify a referral opportunity for a Tennant sweeper or scrubber.
2. Submit your referral information at www.tennantleadshare.com
3. If your referral results in a sale of a sweeper or scrubber, you'll receive the following cash payment as shown in the Earning Potential chart. A referral needs to be submitted prior to an order being placed in order to be eligible.

EARNING POTENTIAL BY PRODUCT CATEGORY

Robotic Floor Scrubbers	T16AMR, T7AMR, T380AMR	\$1,000
Large Riders	Scrubbers: T16, T17, T20 Sweeper/Sweepers: M17, M20, M30 Sweepers: 6200, S16, S20, S30, 800	\$750
Walk-Behinds & Small Riders	Scrubbers: T500, T500e, T581, T600, T600e, T7, T12, Nobles SS500, SS Rider Sweepers: 3640, S10, 6100	\$400
Small Walk-Behinds & Stand-On Scrubbers	T300, T300e, T350, T290, T390	\$200

RULES AND REQUIREMENTS

ELIGIBILITY

Eligible third parties that do not work directly for Tennant can participate. Referrals generated by individuals for their own company or subsidiary are not qualified. Family members of a Tennant employee are also excluded from participating in this program.

REFERRAL DEFINITION

A referral is defined as a new sale opportunity. It must not have been quoted or demonstrated within the last 12-month period by a Tennant representative nor can it be on a current Tennant "hot" prospect list. Tennant's Customer Referral administrator and/or the sales representative will make the final determination on the eligibility of all referrals.

REIMBURSEMENT

A flat rate will be paid on referrals received with the following guidelines:

- A referral supplied to Tennant that results in the sale of a sweeper and/or scrubber.
- Multiple machines may be submitted per referral to a maximum of \$5,000 per referral.*
- Customer Referral payments will be made 30-60 days after a sale is completed.

SUBMIT A REFERRAL TODAY!

www.tennantleadshare.com