



## Frequently Asked Questions

### **What is the annual fee?**

The annual cost is \$99.

### **What is the Initial Entry Fee?**

Normal initial entry is \$149. During our soft launch only, we have a special early-bird of \$99.

### **Can I be a Sendōgo Referral Partner and not a SendOutCards Affiliate?**

No. You are required to be a SendOutCards Affiliate in order to become a Sendōgo Referral Partner. If your SendOutCards Affiliate account lapses, you will no longer be qualified for Sendōgo commission, volume, or referral submission.

### **What is a qualified prospect?**

A Qualified Prospect is someone who has the need for the relationship marketing platform that SendOutCards offers but only wishes to utilize their own Salesforce CRM (Customer Relationship Manager).

### **Who do I refer my qualified prospect to?**

If you are a Sendōgo Referral Partner, you will use the referral form provided to you to submit referrals.

### **How do I refer qualified prospects if I am not a Sendōgo Referral Partner?**

Please contact [info@sendogo.com](mailto:info@sendogo.com). However, you will not be qualified for any referral payouts.

### **Will my qualified prospects be referred to a Sendōgo Specialist?**

Yes. Our Sendōgo Specialists are trained professionals who will assist your prospect through the process of their needs and set-up.

### **How are Sendōgo commissions paid?**

Your Sendōgo payout will occur on a weekly basis, which are in alignment with your SendOutCards payout. This is a separate deposit or check from Sendōgo.

### **When will I start receiving commissions?**

Commission payouts for Sendōgo will be released after the official launch in August 2019. This will include any commissions earned during the soft launch time frame.

**What items are commissionable through Sendōgo?**

All Impressions, excluding shipping and postage, are commissionable.

**How are commissions for Sendōgo calculated?**

All Impressions, excluding shipping and postage, are commissionable. Depending on the level, percentages are calculated and paid out from the full Retail Sales Volume (RSV) from each Impression item.

**What are the levels I am qualified to receive commissions on?**



**SendOutCards Affiliate Commissions Structure**

*As a SendOutCards Affiliate, you may also utilize the sales of products through the Sendōgo system to earn additional commissions on your current Customers and Affiliates. You can earn up to 2 levels of compensation (1-2) through the Sendōgo users within your organization on these levels, as long as you are group qualified (50 in PCV).*

<b>LEVEL 1</b> Your Level 1 Sendōgo Referral Partners & their Customers	<b>5%</b> of all Sendōgo Retail Sales Volume
<b>LEVEL 2</b> Your Level 2 Sendōgo Referral Partners & their Customers	<b>5%</b> of all Sendōgo Retail Sales Volume



SENDŌGO

## Referral Partner Commissions Structure

### LEVEL 0

Your Sendōgo Customers

**20%**

You can earn up to three levels compensation (0-2) through the Sendōgo users within your organization on these levels, as long as you are group qualified (\$50 in PVC)

### LEVEL 1

Your Level 1 Sendōgo Referral Partners & their Customers

**5%**

Qualifies volume toward GQV

### LEVEL 2

Your Level 2 Sendōgo Referral Partners & their Customers

**5%**

Qualifies volume toward GQV

### Do I need to qualify for Sendōgo commissions?

Yes. You will need to be personally qualified (PCV) at the \$50 requirement. This is the same requirement as SendOutCards.