

## Affiliate Program Policy

Safety-Reports.com, Inc. (SRI) Affiliates are required to accept the terms of the Affiliate Program Agreement and remain in compliance with those terms to be an Affiliate Member. The following program policies outline what the Affiliate receives as a Safety-Reports Affiliate Member, including benefits, requirements, limitations, marketing, and other policies.

If you're not yet part of the SRI Affiliate Program, you can apply by going to the [Safety-Reports.com Affiliate page](#).

### Program Benefits

#### Tier I Benefits:

SRI Affiliate Program Tier I Members will receive free-promotional materials, a free listing on our website as a "Preferred Safety Resource" (after they create a link to Affiliate Program on their website), referral commissions, potential bonuses and a free upgrade to our Enterprise Account. Additionally, Tire I Affiliates will earn free use of Safety Reports Apps and have their subscription fees waived, but only after their first confirmed sale.

#### Tier II Benefits:

SRI Affiliate Program Members will receive free-promotional materials, a free listing on our website as a "Preferred Safety Resource" (after they create a link to Affiliate Program on their website), referral commissions and potential bonuses and free upgrade to Enterprise Account. Note: Tier II benefits do not include free use of our apps.

### Promotional Materials/Tools

Affiliate Program promotional materials include an SRI Affiliate website and/or website "landing page", promotional business cards (first 50 free) and a free administrative dashboard to track referrals and sales.

### Preferred Affiliates/Consultants Listing

Affiliate Members will receive an exclusive listing in the Preferred Affiliates and Consultants web page. This web page will be promoted to the thousands of Safety Reports users and customers as potential resources to customers who are seeking independent 3<sup>rd</sup> party audits, inspections, training or other safety-related services.

### Affiliate Referral Commissions/Bonuses

Affiliates will receive referral commissions and potential bonuses based upon the following rates and rules. Each SRI service has a required minimum dollar amount to be eligible for a referral commission. Other limitations may apply:

Commission/ Bonus **Without** Inspection App included in the initial invoice

Service	Min. Licenses	Min. Service Value	Commission
Training App	5 Licenses (\$50 ea.)	\$500	\$100
JSA App	3 Licenses (\$100 ea.)	\$600	\$100

Observation App	50 Licenses (\$10 ea.)	\$500	\$100
Incident App	1 License (\$500 + \$50)	\$550	\$100
Scan App	100 Assets (\$10 ea.)	\$1,000	\$100

Commission/ Bonus **With** Inspection App included in the initial invoice

Service	Min. Licenses	Min. Service Value	Commission
Inspection App	1 License	\$500/\$800	\$100
Training App	10 Licenses (\$50 ea.)	\$500	\$100
JSA App	6 Licenses (\$100 ea.)	\$600	\$100
Observation App	50 Licenses (\$10 ea.)	\$500	\$100
Incident App	1 License (\$500 + \$50)	\$550	\$100
Scan App	50 Assets (\$10 ea.)	\$500	\$100

### Program Requirements/Limitations

Participation in the Safety Reports Affiliate Program has minimum requirements as well as certain limitations. The Minimum Requirements must be met in order to continue to remain in “good standing” with the program and receive the benefits associated with it.

### Minimum Requirements

The Minimum Requirements will be based on performance in three (3) month increments (quarterly), starting on the date that the Affiliate joins the Affiliate Program. Minimum Requirements are based on one of two levels (Tier I or Tier II). Benefits earned are based on meeting one of these two levels (see Benefits Earned).

Minimum requirements for both Tier levels are listed below:

#### Tier I Minimum requirements

##### Quarterly Minimums

- Minimum 6 “qualified referrals” each quarter
- Minimum 3 “qualified referral” must attend a demo each quarter

##### Annual Minimums

- Minimum one (1) paying customer within the first 6 months
- Minimum five (5) new paid customers per year

#### Tier II Minimum Requirements

##### Quarterly Minimums

- Minimum 3 “qualified referrals” each quarter
- Minimum 1 “qualified referral” must attend a demo each quarter

## Annual Minimums

- Minimum one (1) paying customer within the first 6 months
- Minimum five (3) new paid customers per year

In order to be classified as in “good standing”, an Affiliate must meet or exceed the above minimums. If at any time the Affiliate drops out of “good standing”, Safety Reports may elect to remove the Affiliate from the program.

The definition of a “qualified referral” is that of an individual or business performing safety related tasks, who has need for or interest in utilizing Safety Reports services. Qualified referrals should normally have had contact or discussion with the Affiliate prior to registering as an Affiliate Prospect.

## **Affiliate Commission Payment**

The SRI Affiliate Program requires the Affiliate to have a Business PayPal account in order to receive referral commission payments. PayPal enrollment qualifications and rules can be found at [www.paypal.com](http://www.paypal.com).

## **Program Limitations**

Program Limitations are rules and limitations that can cause a referral fee to not be paid. The primary limitations that apply to referral commissions are as follows:

1. You receive commission for the first purchase made by a new customer who is not in an active sales process with us at the time of the affiliate link click.
2. The customer needs to be an active customer for 60 days, plus the number of days at the end of that month. For example, a Customer who makes a purchase on March 15th must still be a customer on May 31<sup>st</sup>
3. The customer must land on and sign up on your affiliate website or landing page in order to be properly tracked.
4. Affiliate links rely on cookies to track sales so the customer cannot have cleared their cookies. Cookies are active for 90 days upon clicking the affiliate link.
5. Only affiliate links can be used to track sales. Incorrect use of affiliate links will cause inability to track referrals.
6. No commissions will be paid for upgrades following initial referral sale.
7. A referral will remain attached to the affiliate for 90 days, after 90 days if the affiliate is not in an active sales process, the referral may be voided.

There are a number of other limitations that may result in commission not being paid – we encourage you to read the [Marketing Affiliate Program Agreement](#) for more information on this.

## **Questions**

If you have further questions regarding the SRI Affiliate Program, please feel free to reach out to the team at [affiliates@safety-reports.com](mailto:affiliates@safety-reports.com)

Disclaimer: SRI Affiliate Program Rules and Policies are subject to change at any time.

Updated: 4/5/2020