



Man On The Street™ (MOTS)

Referral Program Guidelines

Vivo is proud to offer a generous reward to anyone who refers business our way. Our well-connected IT consultants, associates and colleagues truly are the best way for us to open doors and create new business. You are our men and women on the street! The MOTS (man on the street) referral program is Vivo’s way of compensating those who trust Vivo enough to open and share their contacts with us. If we close business with a referred contact, you make money. Here’s how:

Eligibility/Criteria

- Companies with at least \$100 million in annual revenue; or
- Companies with less than \$50 million in annual revenue who regularly utilize contract resources; or
- Companies of any size who utilize consultants for their IT initiatives, on a project basis.

Process

The process for referring business can take many forms. For MOTS eligibility, we ask that you remain vested in Vivo’s first meeting. If appropriate, you may remain involved throughout the lifecycle of the first deal with this contact. Introduction options include:

- Facilitated meetings
- Lunch, coffee or after hours introductions
- Teleconference
- “Warm calls” in which you have let your contact know to expect our call

That’s it! If your introduction leads to Vivo closing business – regardless of the level of involvement on your part – you will receive MOTS fees for the first six (6) placements Vivo makes with this client. Grand Total Possible: \$9,500 for a single introduction!

MOTS FEE AMOUNT

<i>Placements</i>	<i>Fee Paid</i>
Placements 1 and 2	\$2500*
Placements 3 and 4	\$1500*
Placements 5 and 6	\$750*
Grand Total Possible	\$9,500*

*For placements in which no outside recruiting is necessary (i.e., our Man on the Street refers the candidate as well), Vivo will pay double the stated amount. (E.g., \$2500 will be \$5000, instead.)