

Refer-a-Customer Program

- A.** Effective for all new referrals received between July 1, 2022 and December 31, 2022, the Refer-A-Customer Program rewards employees for submitting new a qualified *new customer lead* that results in new full service or management rehabilitation contract.
- B.** A *new customer lead* should include:
- Decision-maker(s) should be willing to meet with HealthPRO Heritage's Business Development to discuss services and be legitimately interested.
 - Information that is not otherwise readily available or already known by the sales team to include contact information.
- C.** Procedure for Referring a SNF, CCRC or Senior Living Facility
- Step 1: Employee identifies a prospective client.
- Step 2: The employee completes the Refer-A-Customer Program Referral Form [here](#).
- Step 3: A Business Development Representative will contact employee to discuss referral.
- Step 4: Employee will be paid \$1500 bonus will be paid in the paycheck at the end of the month within 60 days from the start of the contract.