

GUIDELINES FOR 12/2 RIDE ALONG PROGRAM

Congratulations on purchasing the rainbow! Now it's time for us to team up and help you get reimbursed for the rainbow and get as many gifts as possible. The greatest expense in running our business is obtaining high quality, qualified presentations. So, our marketing program is to offer large incentives to our customers (you) to help us. Here are a few basic guidelines for the presentations that you set, so this program is win/win for you, the dealer, and the company. Please never ask yourself if they will buy, as the client genuinely believes they do not need it until after they see the presentation. **Instead, ask yourself 3 questions:**

IF THEY WANTED ONE IS THERE A NEED? (COUPLES WITH KIDS AND PETS AND ALLERGIES GET THE RAINBOW 80 PERCENT OF THE TIME.)

COULD THEY GET APPROVED FOR THE BUDGET PLAN OR AFFORD TO PAY IN FULL IF THEY WANTED ONE?

DO YOU KNOW THEM WELL ENOUGH THAT THEY TRUST YOUR OPINION?

WITH THAT IN MIND, HERE ARE OUR CONDITIONS:

- 1. HOMEOWNERS OR PRIMARY LEASE HOLDERS** in really nice apartments that are fully furnished and not under construction. Marketing territory to be reasonable distance from office and dealer. Check with office for ineligible areas.
- 2. COUPLES ONLY.** (However that comes in today's society.) All adults living there must watch and politely participate.
- 3. NO GROUP PRESENTATIONS.** 1 couple per presentation in the home they currently occupy.
- 4. NO THIRD PARTY PRESENTATIONS.** All clients must be close friends and family and presentations originated by "Ride Along" CUSTOMER. Ride Along customers cannot receive credit for presentations set by non owners for their program. Clients must not have seen the rainbow presentation in the last 6 months or own the SRX.
- 5. RAINBOW AND THE DEALER RESERVE THE RIGHT** to reschedule or request a replacement presentation if the dealer feels uncomfortable, or if both parties are not present or do not have enough time to see the whole presentation (It takes 2 hours if couples decide to keep the rainbow). The dealer will not break the rules. Please don't ask!
- 6. YOU WILL HAVE DIFFERENT DEALERS HELPING YOU** with your presentations. The dealers are assigned by the company. They do not decide which ride along customers they will go with. Be assured they are all qualified to help you. Unfortunately, we do not take dealer requests.
- 7. IN THE EVENT RAINBOW RESCHEDULES A PRESENTATION,** you will receive full credit for that presentation, provided, and only if, the number of reschedules on your end does not equal or exceed the number of reschedules on our end, and the presentation met "qualified presentation" standard. If we do end up showing that client later, you will receive 1 credit, not 2. Standby presentations do not qualify for this rule. All credits will be calculated after completion of all other presentations on your program.

INITIAL	

RIDE ALONG PROGRAM - RULES AND QUALIFICATIONS

Customers must complete 12 qualified presentations with at least 2 presentations resulting in a net sale within 180 days (6 MONTHS) from the date of sale to receive the bonus of \$1600. Customer must complete at least 6 of the 12 qualified presentations within 45 days from the date of sale (and all 12 qualified demos completed in 180 days from date of sale) to be eligible to receive \$1595 check. All commissions will be paid once Rainbow has been paid by the finance company and the finance company has received the first payment by all customers. Allow up to 90 days to process commission checks. The date of the presentation and date of the sale must match. If a customer fails to follow the guidelines of this program or Rainbow determines that he or she is being uncooperative, that customer will be ineligible to continue and will forfeit any and all commissions

I understand that the "Ride Along Program" and "Gift Program" are transactions separate and apart from the purchase of my Rainbow Cleaning system, and have no bearing on the validity of any "Retail Installment Agreement" or other contract signed in connection therewith. I fully understand that I am obligated to pay my monthly payments, and whether or not I earn the separate items offered by this special, I must honor the terms of my "Retail Installment Agreement". If I chose to do the "Ride Along Program", any commissions will come directly to me, and I may use them however I see fit.

I am responsible for ALL taxes or interest (earned income from commission checks, government taxes, sales tax, gift tax, or any interest accrued). If at any time this program is changed I am not eligible to switch programs. If a gift offered is no longer available it may be replaced with one of equal value. I understand that the "Gift Program" consists of "extra accessories" that may only be obtained through separate purchase or by the completing the required presentations. These accessories include but are not limited to aquamate, rainjet, minjet, rainbowmate, one room/car deodorizers, an fragrances/disinfectants, and /or supplies sold separately.

By signing below, I am stating that I fully understand the qualifications & guidelines as they apply to a presentation and that any presentation that does not meet all the criteria above will not count towards my Ride Along Program.

All presentations must be booked through www.ridewithhydrotech.us a minimum of 24 hours before presentation. Any presentations booked through the dealer or less than 24 hours before presentation will not count towards program unless approved by marketing department in advance.

SIGN	DATE	SIGN	DATE