



Referral Program

Our referral program is for those that send us new leads that turn into sales. This allows you to mention our LED lighting products to your clients, customers, friends and neighbors and then reap the financial reward when they decide to use our lighting solutions.

We love win-win situations, like helping our clients take advantage of money-saving utility incentives programs that can cover up to 100% of the cost of their lights. We'd like to create a win-win for you too, through paying you when your lead buys lights.

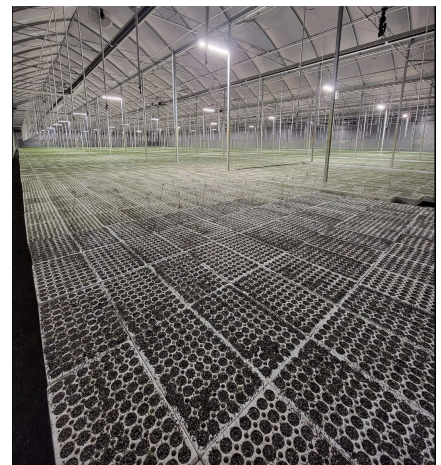
Breakdown of the program:

**You earn 3% of the sale for the first \$50k,
2% of the next \$50k,
and 1% for the remainder of that single sale.**

For instance, a \$250k sale would get you \$1.5k from the 3% on the first \$50k + \$1k from the 2% on the next \$50k + \$1.5k on the 1% of the remaining \$150k = **\$4k total commission.**

Real referral commission examples

- An online LED lighting reseller provided a couple of contacts with projects not within the scope of their normal work/capabilities to handle.
 - 1st project earned a **\$2,789 commission** for a \$128,948 project for a tree nursery's greenhouse lighting needs.
 - The nursery just added a \$18,557 expansion project generating an **additional \$557 commission**. You keep getting paid as they continue to purchase lights!



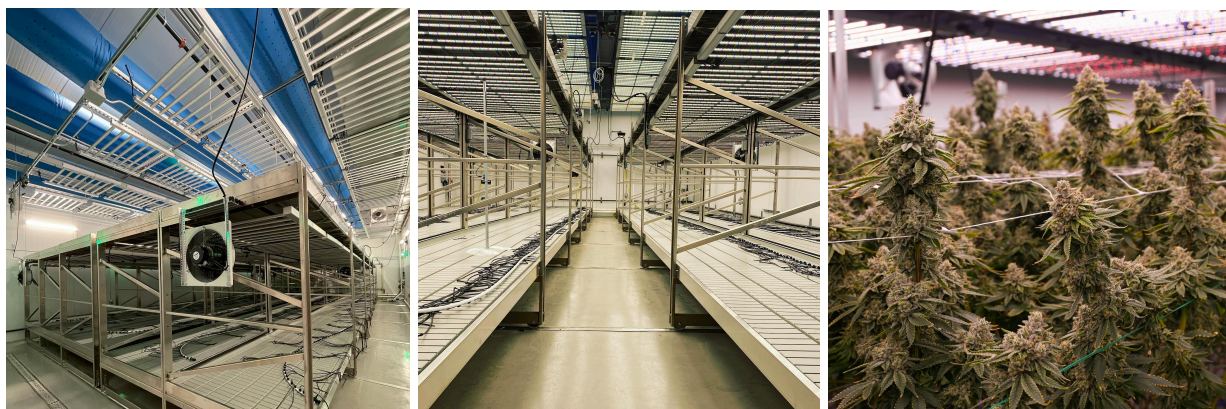
- 2nd project generated a **\$1301 commission** on a \$43,375 project for a Georgia hemp grower who was transitioning from field to greenhouse growing. We explored options with them to identify what best fit their goals, setup, etc. and found the best balance of all factors!
- A contact connected us with a MI cannabis facility and we outfitted them with our powerful, efficient LEDs; also securing a utility incentive for the grower that covered the full cost of their TotalGrow LEDs plus other equipment.
 - The commission for the referral partner was **\$1,195** for the \$39,840 project.
- A greenhouse supply co-op reseller of ours referred another MI cannabis facility. The reseller was not involved in the process, but had a relationship and made the initial suggestion to the customer to reach out to us.
 - For the introduction they received a **\$3,003 commission** on a \$150,327 sale.



* Referral partners more involved than providing an introduction and recommendation, for example consultants or those with expanded influence on the project, may be eligible for greater commission percentages.

An example of even larger potential

A large cannabis operation tested TotalGrow lights over 2 years ago, and began their buildout shortly after. Following high-quality harvests with the first batch of lights, they have expanded their TotalGrow LEDs into 2 additional sites. Their projects currently total over \$700k in sales, if someone had referred them to us they would have made **over \$10k in commission**.



Projects multiple times larger than this are also out there.

If you are in a position to make a valuable introduction to facilities like this, convincing them to give us a true shot to prove ourselves and we win the business, then you get a really nice check at the end of it all. While also helping your growing friends find their way to the best lighting partners out there.

Let's help each other grow our businesses together, we want to send you work as well, so please let us know your ideal projects and customers.

Ready to make an introduction?

Send an email to jeff.mastin@totalgrowlight.com to get started.

