

## Facilitator Referral Incentive Program

Some of our best franchisees have come from recommendations of our current facilitators and we're looking forward to working with your referred candidates soon. In addition to the **\$10,000** referral fee we pay, for anyone who becomes a TAB Franchisee that you refer, we are excited to announce additional incentives for franchisee prospect referrals!

Send us qualified leads by or before August 31, 2010:

- For every qualified lead you send in, we will send you a \$25 gift card,
- For every 3 qualified leads you send in, we will set 5 1-1 appointments, through MAPP II, for you,
- For every 5 qualified leads you send in, we will set 10 1-1 appointments, through MAPP II, for you

But remember – we're only looking for the right people! A qualified lead is someone who meets our minimum requirements (7-10 years of executive level experience and a minimum net worth of \$300K), has an introductory conversation with one of the Franchise Acquisition Specialists and attends the webcast. If you know someone who may make a good TAB facilitator, call us or forward the name, location and contact information to Kris Vollrath at [KVollrath@TheAlternativeBoard.com](mailto:KVollrath@TheAlternativeBoard.com).

The fine print:

1. For any prospect that that you refer, you will receive \$10,000 when the referral executes a franchise agreement and completes franchisee training at TAB Corporate Headquarters. The person(s) you refer must purchase the franchise within one year from the date that we receive their name(s) from you.
2. You must call the proposed candidate prior to us speaking with them, and explain your involvement with TAB, along with why this opportunity could be of value to them.
3. Any person(s) you recommend cannot already be registered in our system via another lead source and there must be territory availability. To be eligible for this program, all referrals must not involve a broker or franchise consultant/advisor.

We'd like thank you in advance for your assistance.

Help build your TAB brand name! Get some money!

Dave Shaw  
Vice President, Franchise Development