

Well Connected Referral Program – Terms and Conditions

The Well Connected Referral Program rewards individuals and partners who help connect us with organisations looking to solve new IT challenges. By submitting a referral, you agree to the following terms and conditions.

1 Overview

The Well Connected Program is designed to reward introductions that result in new opportunities for The Missing Link. Whether it's a new client, a new contact, or a new service line, if it's something we weren't already engaged in - we want to thank you for bringing it to us.

2 Eligibility Criteria

- Referrals must be submitted via the official [Well Connected referral form](#) published on The Missing Link web site.
- The referral must relate to a net new opportunity - this includes:
 - A new organisation we've never worked with, or
 - A new project, contact, or business unit within an existing or previous client, where no active opportunity currently exists in our system.
- We may already know the company or have delivered unrelated services previously (e.g. Pen Testing), but if the referral introduces a new sales opportunity not actively being pursued, it may still qualify.
- The referred contact must provide consent to be contacted.

3 Reward Conditions

3.1 \$50 Referral Acknowledgement

Once we've made contact with your referral and qualified their interest, you'll receive a \$50 VISA gift card or may elect to have this donated to our Charity of the Month.

3.2 \$500 Closed-Won Reward

If the referral results in a closed-won deal of at least \$5,000 AUD (ex GST), you'll receive a \$500 VISA gift card, or this amount may be donated to the Charity of the Month.

Note: Rewards are issued per opportunity. Multiple rewards will not be issued for related services within a single deal or client account.

4 Referral Process

- Submit your referral through the official form.
- Our team will then make contact and qualify the referral.
- Milestone 1: If the referral is qualified, we'll issue your \$50 reward.

- Milestone 2: If the opportunity progresses to a closed-won deal over \$5,000 AUD, we'll issue your \$500 reward.
- Rewards will be sent to you within 30 days of a milestone being achieved.

5 Disclosures and Consent

- By submitting a referral, you are inviting The Missing Link to contact the referred contact
- You consent to us contacting you by email as reasonably necessary to administer this referral program, and also to us notifying the referred contact that you were the individual who referred us to them.
- You agree that we may disclose to anyone that an incentive arrangement is in place with you under this referral program.

6 Program Exclusions & Limitations

- The Missing Link reserves the right to accept or decline a referral at its discretion, including if:
 - The referral is already being actively worked on
 - The opportunity does not meet commercial thresholds
 - The submission appears invalid or against the spirit of the program
- Rewards are not transferable or redeemable for cash.
- The program may be amended or discontinued at any time.
- Employees of The Missing Link are not eligible.
- All payments from The Missing Link are inclusive of all applicable taxes including but not limited to Goods and Services Tax (GST) and Fringe Benefits Tax (FBT)
- You agree it is your responsibility to ensure payment of all applicable taxes (including GST and FBT), and to ensure your participation in this referral program complies with your obligations to any third party (including your employer).

7 Questions?

Email us at: marketing@themissinglink.com.au

Learn more or submit a referral: themissinglink.com.au/wellconnected