



# STRATEGIC ALLIANCE CUSTOMER REFERRAL PROGRAM

## UNCOVER OPPORTUNITIES AND BE REWARDED!



### HOW IT WORKS

1. Identify a referral opportunity for Tennant floor cleaning equipment.
2. Submit your referral information at [www.tennantco.com/leadshare](http://www.tennantco.com/leadshare)
3. If your referral results in a sale, you'll be rewarded! Ask your manager for more details on reward payouts.

### ELIGIBLE PRODUCTS

#### Robotic Floor Scrubber models:

- T16AMR, T7AMR, T380AMR

#### Industrial Rider models:

- Scrubbers: T12, T16, T17, T20
- Scrubber/Sweepers: M17, M20, M30
- Sweepers: 6100, 6200, S16, S20, S30, 800

#### Walk-Behind/Small Rider models:

- Scrubbers: T300, T300e, T350, T500, T500e, T600, T600e, T290, T390, T581, T7
- Sweepers: 3640, S10

#### Tennant Reconditioned Equipment:

- Large Riders & Air Sweepers
- Small Riders & Walk-Behinds

### REFERRAL DETAILS

- A referral is defined as a new opportunity that has not been quoted or demonstrated within the last 12 months by a Tennant Representative nor can it be on a current Tennant "hot" prospect list.
- Multiple machines may be submitted per referral.\*\*
- Referral payments will be made 30-60 days after a sale is completed to the Strategic Alliance Partner organization.\*

\* Refer to your manager and your organization's signed Tennant Strategic Alliance Agreement for complete program details

### WHY SHOULD YOU PARTICIPATE?

- ✓ It's **EASY** to submit
- ✓ It's **QUICK** to earn
- ✓ It **EARNs** you money

### ELIGIBILITY

Sales Representatives and other employees of organizations that have a signed Tennant Strategic Alliance Agreement are eligible.

**SUBMIT A REFERRAL TODAY!**

[www.tennantco.com/leadshare](http://www.tennantco.com/leadshare)