



**THE PILLAR CODE**  
TRANSFORMING LIVES, MINDS & BUSINESSES



**THE CORPORATE CODE**  
LEADERS, MINDS & BUSINESSES

## GRATITUDE FEES FOR REFERRALS

The gratitude fee structure is based off a flow of exchange or a 'thank you'. This is to be kept as simple as possible, but think of it as a 'thank you'.

Whilst a 'thank you' is always welcome, we are all in business, so this thank you is quite rightly put into a financial or value exchange.

The table below gives you a guide of who and when gratitude fees are exchanged. The notes below, gives you some guidelines around this and also some examples.

In an ideal world, you find, confirm and start your own clients and therefore there is no referral or gratitude fee to exchange. However, formalising the exchange helps keep the flow of referring, recommending additional programs and also what and who is best for the client.

PRODUCTS	1. THE ENTRY CODE * 2. THE LIFE CODE * 3. THE CONNECTION CODE *	THE PILLAR CODE CASE STUDY	THE PILLAR CODE	TPC PRACTITIONER TRAINING	THE LIFE CODE WORKSHOP	TCC PRACTITIONER TRAINING	THE COPORPATE CODE PROGRAM (Including Case Studies)
Details	1. Introduction 2. Cert 1 3. Taster Program	Case Study	Signature Program	Cert 2	Cert 3	Cert 4	Corporate Code Signature Program
<b>REFERRER PAYMENTS DUE</b>							
Clients - all in services only			\$300				10% of the base fee #
Practitioners		\$300	\$300	\$400 + \$400 credit towards Licencing Fee		\$400 + \$400 credit towards Licencing Fee	10% of the base fee #
The Pillar Code Partners		\$300	\$300 (Paid by TPC)	\$400		\$400	10% of the base fee #
The Pillar Practice		\$300	\$400				10% of the base fee #



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**NOTE:**

1. \* If someone (referrer) refers someone (potential client) to an introductory program such as The Entry Code, The Life Code Workshop or The Connection Code Program who then moves into being a client of The Pillar Code then the referrer is due a referral fee for their category.
2. # Base fee for The Corporate Code means not including any additional inclusions in the package such as The Pillar Code, which is to be treated separately. The referrer may receive referral fees for addons, for such additional programs in addition to the base fee in the initial package.
3. **Practitioner Training:** All practitioner training applicants (The Pillar Code & The Corporate Code) come from clients who are doing, have done or about to commence The Pillar Code program so they can apply for Training. Therefore, all referrals come through Practitioners, The Pillar Practice or Partners.
4. **Referring someone to Practitioner Training:** If a Partner refers someone to Practitioner Training, they are due The Pillar Code program referral and Practitioner referral fee. Ie a Partner will receive \$300 from the Practitioner and \$400 from The Pillar Practice. The Practitioner will also receive the \$400 + \$400 credit to Licencing.
5. **GST:** As referring is a service that attracts GST in Australia, The Pillar Practice must invoice referral fees including the GST. FYI - If the referral due to a practitioner by The Pillar Practice is credited off an invoice such as Licencing, then that reduces the GST on the invoice as a credit is applied. Ie Licencing \$3,000 + GST of \$300, a credit of \$800 for referring a new practitioner reduces the invoice to \$2,200 + \$220 GST, giving an \$880 saving.
6. **Sales:** If PJ is directly apart of the sales process, ie the clients starts a program following The Entry Code Package, Workshops run by PJ, appointments with potential clients to start them into The Pillar Code or The Corporate Code programs, then The Pillar Practice is due the referral fee.
7. **Clients and The Corporate Code:** If a client from one Practitioner refers a business into The Corporate Code Program to someone other than 'their' practitioner, then it would be reasonable that the client and the referring practitioner share the 10% referral fee.
8. **Who's best for the client:** Remembering that we work on 'what and who is best for the potential client', if someone attends an introductory program such as The Entry Code or The Life Code, is referred by a practitioner and goes back to that practitioner for the program, then no referral fee is due to the 'presenting' practitioner.
9. **Partners:** The Pillar Practice collects the fees where due for the Partners and pays the Partners fees. These fees are included and not in addition to The Pillar Practice fees. Ie The Pillar Practice takes \$400 for placing a new client with a practitioner, and then pays the Partner \$300 for their referral.



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### **ADMIN FEES:**

If you choose to utilise our administration team to support you in onboarding a client, typing up your Licencing requirements or additional case studies, you may do so at the admin fee of \$30 per hour + GST if you are within Australia.

### **ZIPMONEY FEES:**

If your client would like to use The Pillar Practice's ZipMoney account, there is a \$150 + GST admin fee. This is usually added onto the clients ZipMoney application along with the ZipMoney Admin Fee of 3.2%. ie We apply for \$3,265. ZipMoney approve and deposit that less their 3.2% = \$3,160.52 – less Admin fees \$165 = \$2,995.52. We deposit \$2,995 to the practitioners account.

**PARTNERS:** A Partner is an organisation that regularly refers people to our workshops, programs and training. A business or organisation is only an official Partner when there has been an agreement and discussion around referral fees. All other referrals are classified as clients.

Correct as of 20<sup>th</sup> September 2021