

## Prospective Client Referral Form

Company Name: \_\_\_\_\_

Contact Person: \_\_\_\_\_

Position: \_\_\_\_\_

Contact No: \_\_\_\_\_

Number of Guards: \_\_\_\_\_

Duty Hours: \_\_\_\_\_

Referred by: \_\_\_\_\_

Contact No: \_\_\_\_\_

### SAMPLE COMPUTATION

- ₱ 30,000 (net of VAT) x 3 months x 10 guards x 3%
- Equals to **₱27,000.00**

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**ALL NATIONSECURITY  
& Investigation Services, Inc.**



**Would you like to earn  
CASH INCENTIVES?**

**REFER A CLIENT  
and  
JOIN OUR  
MIP!!!**



# Marketing Incentivation Program (MIP)

## aims to:

- Motivate and encourage individuals to help in our marketing efforts through sourcing and referring of prospective clients.
- Recognize the efforts of the individuals whose referred clients have been contracted by rewarding them with corresponding cash incentives.

## Who are qualified to participate?

- All Nation and Ultra employees and other interested individuals, except the company officers.

## How do we participate?

- If any individual wants to refer a prospective client, he has to fill up the Prospective Client Referral Form and submit it to All Nation Security Marketing Group.
- OR... He can directly call up or text any of the personnel under the Marketing Group at their respective telephone numbers listed in this primer.
- The Marketing Group will then submit a proposal letter together with other pertinent documents to the prospective account.

## When can I get my Cash Incentive?

- A participant will be rewarded with a one-time cash incentive for every account contracted that will last for at least three months. The corresponding cash incentive will be awarded to the participant one month after the date of initial payment.
- Subsequent posting of additional guards will not be considered in the computation of the cash incentives.

## What are accounts excluded?

- All companies within the UCPB group;
- Any company or institution that publishes its bidding for security requirements in any newspaper or Phil-GEPS
- "Walk-in/Phone-in" prospective clients.

## How is the cash incentive computed?

- Amount of Contract Rate (net of VAT) x 3 months x number of guards initially posted x 3%

**"You don't build a business; You build people; and the people build the business" – CX Journey**

**"Coming together is a beginning; keeping together is progress; working together is success" – Henry Ford**

**DO A REFERRAL,  
AND GET PAID  
FOR YOUR  
GOOD DEED...**

