

# BOOST YOUR SALES

by partnering with **RingCentral**

*The industry's fastest growing cloud-based  
phone system provider for businesses.*

## Do you want to increase your revenues in 2012?

At RingCentral, we're all about helping small business owners! This is why we offer a unique reseller program that enables small business owners to earn more, expand their market reach, and tap into new markets. Our cloud-based business phone system is the ideal complement to your business and a great way to help other small business owners grow, too.

### Why your customers will love RingCentral

- It's a low-cost, hassle-free alternative to traditional on-premise PBXs
- It's a reliable phone and Internet fax service that is both easy-to-use and expandable
- It delivers advanced PBX functionality for multiple locations and virtual employees
- Service and phones can be set up instantly
- No setup or installation fees with low monthly service costs

### Why you'll love being a RingCentral Authorized Agent

- Upfront commissions PLUS long-term residuals
- You'll generate revenue on setup, installation, ongoing system management, and hardware sales

The fact is that every small and medium-sized business needs a phone system. Yet, most simply can't afford on-premise IP or traditional PBX systems. With RingCentral, you have an affordable business phone solution that you can offer that truly meets the needs of businesses of all sizes.

### Are you ready to start offering RingCentral to your customers?

Great! Start by submitting an online application (<http://www.ringcentral.com/partner/agentform.html>). You'll be contacted by an Authorized RingCentral Master Agent in your area who will provide you with more information on our Sales Agent Program. After you review the program details with the Master Agent, you'll be given the required paperwork to get you started!

# RingCentral Reseller Program FAQs

## What are the requirements for becoming a RingCentral Authorized Sales Agent?

To become a RingCentral Authorized Sales Agent, the following requirements must be fulfilled:

- Submit a completed application, forms, and contracts to the Master Agent. The application packet contains the following:
  - ▶ Master Agent's Sales Agent application
  - ▶ Credit references
  - ▶ Tax forms
  - ▶ Personal guarantee (Required for program with up-front commission payments. Since commissions are paid to agent up-front and subject to chargeback if customer cancels service within specified time period. This is a requirement for all partners who elect to participate in programs with up-front commission payments.)
  - ▶ Master Agent General Agreement
  - ▶ RingCentral Addendum to Master Agent General Agreement

## How long does it take to process my application and get set up to sell RingCentral?

Once the completed application and paperwork have been submitted to the Master Agent, it takes up to 7 to 10 business days to approve and process your application. After your application is processed and approved, you will be able to place orders and receive commission credit for your sales.

## Can I get credit on past RingCentral Sales that I have made?

No. In order to get commission credit for your sales, you must be an approved and active RingCentral Authorized Sales Agent. RingCentral will not pay any commissions for existing RingCentral customers who were sold prior to the approval and set up of your Sales Agent account.

## What if I have an order I have to place right now?

You should wait until you have been approved and set up as an Authorized RingCentral Sales Agent before you place your order. You'll not receive commission credit on any order that was placed prior to the approval and set up of your Sale Agent account. If you need to expedite the application process for a pending order, please e-mail [resellers@ringcentral.com](mailto:resellers@ringcentral.com).

## Who are RingCentral's Master Agents?

RingCentral has carefully selected and chosen Master Agent partners to provide nationwide coverage for our Sales Agent program. The following criteria were used during our selection process:

- Longevity: At least 15 years in business – most of our Master Agents have been in business for 30+ years
- Issues timely commission payments to a minimum of 1,000 active sales agents per month
- Reputable company that has had long-standing and committed relationships with vendors
- Local sales offices throughout their coverage area

## Are there any webinars that I can attend to learn more about the program?

RingCentral hosts live webinar weekly to provide prospective sales agent with more information regarding our program. To register for an upcoming webinar, please go to:

<https://ringcentralevents.webex.com/mw03061d/mywebex/default.do?siteurl=ringcentralevents>

To request a link to view a recorded version of this webinar, please send an e-mail to:

[resellers@ringcentral.com](mailto:resellers@ringcentral.com)