



REFERRAL PARTNER AGREEMENT

This Referral Partner Agreement (this “**Agreement**”) is entered into as of the date of last signature below (the “**Effective Date**”), by and between ASTOUND BUSINESS SOLUTIONS, LLC, a Delaware limited liability company, acting on behalf of itself and as agent for its affiliates (collectively, “**Astound Business**”), and the referral partner specified below (“**Referral Partner**”). Affiliates of Astound Business Solutions, LLC include, but are not limited to (i) RCN Telecom Services, LLC, (ii) Grande Communications Networks, LLC, and (iii) Wave Business Solutions, LLC. By executing this Agreement, the Referral Partner accepts and agrees to the terms and conditions of Astound Business’s Referral Partner Program (the “**Referral Program**”), described below:

- Astound Business’s Referral Partners may receive a one-time “**Referral Payment**” for each successful referral of a new business customer to Astound Business during the term of the Referral Program.
- A “**new business customer**” is a business that is not a current customer of Astound Business, and has not been a customer of Astound Business at any time during the 90 day period immediately preceding the date of referral. Acceptance of successful referrals by Astound Business is at the sole discretion of Astound Business.
- A “**successful referral**” means that the new business customer referred to Astound Business by the Referral Partner signs a contract for services with Astound Business within 90 days of the date of the referral and subsequently pays its first regular monthly invoice.
- For successful referrals accepted by Astound Business, the amount of the Referral Payment will be calculated as follows, based on the first month’s recurring revenue charges (“**MRC**”) paid to Astound Business by the new business customer. The Referral Payment will be sent by check to the Referral Partner within 60 days after the new business customer has paid its first regular monthly invoice.

During the period beginning on February 19, 2024 and ending at 11:59:59 p.m. on December 31, 2024 (the “ Promotional Period ”), the Referral Payment will be calculated as follows, based on the Contract Value of the successful referral. (“ Contract Value ” means the MRC stated in the contract between Astound Business and the new business customer for the applicable services, excluding taxes, fees, non-recurring charges (if any), and any other amounts payable to Astound Business.)	
Contract Value < \$1,000.00	Two times (2x) the MRC for the first month of the services, as specified in the contract
Contract Value = or > \$1,000.00	Three times (3x) the MRC for the first month of the services, as specified in the contract

For successful referrals accepted by Astound Business either before or after the Promotional Period, the Referral Payment will be in an amount equal to the MRC for the first month of the services, regardless of the Contract Value.

- Referral Partners are not eligible for Referral Payments for referring a new business customer that is owned, operated or otherwise managed by or under the control of the Referral Partner.
- Astound Business’s Referral Partner Program is open to (i) individuals age 18 or over having a valid SSN who are not current employees of Astound Business or its affiliates, and (ii) companies having a valid U.S. Taxpayer ID Number/EIN.
- Astound Business may amend or discontinue its Referral Partner Program at any time. Either party may terminate this Agreement at any time by delivering written notice of termination to the other party.

By executing this Agreement and delivering it to Astound Business, the person specified below is applying to become a Referral Partner of Astound Business. Astound Business may accept or reject this application in its sole discretion. This Agreement will not become effective unless and until Astound Business counter-signs below.

REFERRAL PARTNER:
[INSERT NAME AND TYPE OF ENTITY]

ASTOUND BUSINESS:
Astound Business Solutions, LLC

By _____
Name: _____
Title: _____
Date: _____

By _____
Name: _____
Title: _____
Date: _____