

PROMOTING THE STRATEGIC PARTNER PROGRAM AND DEVELOPING SUB-PARTNERS

VIDEO (Sample Script) – Create a Video (use Zoom or a Recording Application on Your Laptop or Phone)

Short Version:

Hi, my name is XXXXXXXXXX. I have an opportunity for you to consider that is truly extraordinary. There's absolutely no fees for you to pay to participate. Just join me in this program, receive two web pages just for you to benefit from, at no charge of course, and follow our operations manual to create a terrific income opportunity. To learn about our income generators and participation in this program go to www.sceris.com/partners-LASTNAMEID.

For a quick background, the company I work with is granting over 200 million dollars in software licenses to businesses across America to help them come back from the COVID-19 pandemic stronger and better positioned for future success. Paying it forward in a way that is unmatched in our industry has also created an enormous income opportunity for all of us. Can you imagine promoting something of high value for free and benefitting from your efforts. Show me how much you want to make and I'll show you how to accomplish it, but here's a preview.

How about if I describe how you can make a quarter of a million dollars by finding 5 companies that say YES to our free software offer. Can you be an advocate for strengthening businesses everywhere throughout the United States? For profit, not-for-profit, big and small? Can you follow the steps outlined in an operations manual? Through your telemarketing, emails, networking and videos, if you facilitate just 5 businesses with roughly 500 employees each that say YES to this FREE offer, you could earn about 250 thousand dollars. Even though the software is free, from now through March 31, 2021, companies pay monthly or annual software maintenance subscriptions and utilize other services of the company, and you share in the revenues generated by identifying companies that say YES to our Economic Development Software Grant Program.

Please check out my webpage, then give me a call or drop me a line and I'll answer your questions or get you set up in the program. That's www.sceris.com/partners-LASTNAMEID.

Thank you.

LONG Version:

Hi, my name is XXXX. I have an opportunity for you to consider that is truly extraordinary. You might be unemployed, self-employed, a small business owner or perhaps a real estate or insurance sales professional. You could be a company, perhaps a recruiting company or consulting company seeking to

make up revenue lost because of this pandemic and just imagine that each of your folks could be contributing to what I'm about to present to you.

Let's start here, there's absolutely no fees for you to pay to participate. Just join me in this program, receive two web pages just for you to benefit from, at no charge of course, and follow our operations manual to create a terrific income opportunity. To learn about our income generators and participation in this program go to www.sceris.com/partners-LASTNAMEID.

For a quick background, I am a Strategic Partner with a company that's granting over 200 million dollars in software licenses to businesses across America to help them come back from the COVID-19 pandemic stronger and better positioned for future success. Paying it forward in a way that is unmatched in our industry has also created an enormous income opportunity for all of us. Can you imagine promoting something of high value for free and benefitting from your efforts? Show me how much you want to make and I'll show you how to accomplish it, but here's a preview.

Granting over 200 million dollars in software licenses to businesses across America is to help them come back from the COVID-19 pandemic stronger and be better positioned for future success. Organizations that have acquired these products have claimed savings of as much as 4 thousand 500 hundred dollars per employee, per year. Granting 200 million dollars in software licenses represents licensing for about 200 to 250 thousand employees... which I estimate will be about 400 to 600 companies. Savings of 4 thousand 500 hundred dollars per employee represents the potential for savings totaling 900 million dollars or more across all these companies, and that's without paying a license fee. Amazing.

However, what is even more amazing is what I will share with you in the next two minutes of this video. I'm going to describe how you can make a quarter of a million dollars, yes - you heard me right, 250 thousand dollars, by finding 5 companies that say YES. And I'll repeat, there's no investment necessary to participate in this program. After you learn about this, it will simply be up to you to figure out how much you want to make. Alright, are you ready? I'm on the clock.

The Board of Directors at ScerIS authorized granting the company's software platform to businesses FREE of any license fee through March 31, 2021. You can learn about the uses of the platform on their website, but here - I'm focusing on your income opportunity. So, my question to you is...Can you promote a FREE software license to businesses to help them return from the economic effects of this pandemic healthier, stronger and better positioned for future success? If you can be an advocate for strengthening businesses everywhere throughout the United States, and if you can facilitate just 5 businesses with roughly 500 employees each that say YES to this FREE offer, you should earn about 250 thousand dollars. You can learn more about this opportunity by spending a few minutes looking over my webpage. Here you will find explanations of the income generators in this plan.

I'm recording this on {DATE}. There's {Enter number of remaining weeks through March 31, 2021} weeks left between now and the end of March 2021. Can you get one YES per week? Can you get one YES each week over the next { Enter number of remaining weeks through March 31, 2021} weeks between now and March 31, 2021? Each yes should produce about \$50,000 in income to you. If you were joining the program today that would be about (\$50,000 multiplied by the number of weeks

remaining through March 31, 2021) while promoting a gift that will bring businesses back from this pandemic better prepared for the future. Only you can answer this – but 5 YEESES would be a great place to start, and a yes every week from now through March 31, 2021 would be a great place to finish. Come join me in “the opportunity of a lifetime” - start by checking out my webpage and learning about this referral opportunity, along with 4 other income generators that can also match the income potential I’ve described to you today.

Of course, the income you earn will be based on the actual licenses each company desires in this grant. There can be no assurances that you will earn this, but it creates a terrific opportunity for you to consider. Remember, there’s no substitute for doing the work, and in this case the work is made a bit simpler with an offer that can be difficult to say no to.

Come to my page, get signed up, receive your promotional web pages and join me in helping businesses return from the economic effects of this pandemic in a healthier place. After March 31, 2021 we will be back to business as usual in this Partner Program – I hope you’ll want to continue on with us. By the way, your recruiting of like minded individuals, small business owners, professional services companies and others can create an opportunity for you to match your income from their direct promotion of the grant program. Check it out, that information and information about all 5 income generators are on my webpage. www.sceris.com/partners-LASTNAME-SCERISID

TELEMARKETING (Sample Scripts and Sample Voicemails)

There are two sets of approaches below. One is to individuals and the next is to sales organizations (such as recruiting companies, consulting companies, etc.)

Phone script example – individual/entrepreneur/small business owner/business opportunity seeker/independent sales professional (sales professionals that are 1099’s, self employed such as insurance agents, real estate agents, etc.)

To individuals:

Hi Name, I’m calling to introduce you to a business opportunity, one that requires no financial investment on your part. We have a business partnering model with 5 income generators. Would you have some time now to talk about this or should we set up something for later? (later: obvious, NOW). Sure, I’m one of the business partners that has joined this program and in this call I’m promoting the partnership program to you and I’m going to focus on just one of the 5 income generators. Up until March of this year, this was a pretty traditional promotion partnership. Partners identified opportunities for the company’s software products and in turn we split the revenues associated with any business derived from our promotional activities. (If asked “what do you mean by promotional”, answer is “the company has a lot of capabilities, but we would target the human resources department, or accounting or any department to find out what initiatives they were working on, then introduce them to the company, that’s one example”) But with the pandemic everything changed and in March the

company decided to grant unlimited licenses to its current customers, which didn't help the partners, but they also are granting unlimited licenses to new customers which is where we come in. Their licensing runs about \$1,000 per employee, so a 500 employee company ends up getting about \$500,000 in their licensed software free of a license fee. This grant was put in place to help businesses return from the economic effects of the pandemic in a stronger and healthier position and better positioned for future success. Well, giving the software away has turned into an incredible opportunity for all of us partners. A 500 person company receiving this free software worth about \$500,000 will pay annual software maintenance of about \$100,000 and of that, the company pays you 25% of the software maintenance paid to them by the companies you introduce to grant and that accept the grant, so on \$100,000 in software maintenance you receive \$25,000 for each of two years – so about \$50,000 just for getting one company to say YES. Plus, there's some additional parts of the sale that bring you more benefit, but to keep this simple let's just focus on the software maintenance portion. Prior to March, we didn't get paid on the software maintenance portion of a transaction, we just got paid a portion of the license fee, but when the company presented the grant program they changed the partner agreements so that we would have an income opportunity that is enormous while this pandemic effects businesses everywhere – some are spared but most aren't. Anyways, if you were to participate in the program, one of the income generators available to you would involve promoting the company's grant program and your goal would be to get as many companies as possible to say yes because for every yes you get you earn about another \$100 per employee which is \$50 this year and another \$50 next year. The company has an operations manual that outlines how to go about promoting the grant program. Plus they provide you with a webpage at no charge that your grant prospects can land on to enter their data, which results in a grant proposal. It's almost too simple. The work can be full time, part time or any time. Most of it involves emailing executives, and for some involves telemarketing, perhaps some social networking such as on LinkedIn and so on. So, if you have 5 companies with about 500 employees each say YES you should earn about \$250,000. It costs nothing to participate in this program – would you like to review the partner contract and get signed up and get started?

VOICEMAIL Example (#1)

Hi Name, it's my understanding that you might be interested in a business opportunity, one that is thriving during this pandemic and requires no fees or capital to get going. Would you like to learn more about this? My name is XXXXXXXXXXX and my number is xxx-xxx-xxxx and I'd be happy to explain this opportunity to you.

VOICEMAIL Example (#2)

Hi, I'm following up on my last message about the business opportunity that's available to nearly everyone, no fees involved, free webpages and a simple process that can turn into a significant income possibility. It's really worth your time to check it out and not miss out. My name is XXXXXX, and my phone number is xxx-xxx-xxxx. I really want to encourage you not to miss out on this. If you want to try

to figure this out on your own – take a look at my webpage at www.sceris.com/partners-LastNameScerISID. Good luck

Email Follow-up example (to any of the VMs)

Hi NAME,

I left you a VM about this and it's important enough that I wanted to follow up. I'm a business partner with a truly remarkable company whose board of directors authorized granting \$200 million of licenses of their multi-purpose software platform to help businesses return from any economic hardship caused by this pandemic. If you want to understand the potential for you to earn a 5 or 6 figure income promoting their product, just go to <https://www.sceris.com/partners-LASTNAMESCERISID>. You can access the partnership contract at the bottom of my webpage, join us and be up and running in under a week. Give me a call if you need some additional information or some help with this.

Regards,

Name

Phone

To Companies (Recruiting Firms, Consulting Firms, Commercial Real Estate Company, etc) :

Hi Name, I'm calling to introduce you to an income opportunity that can fit as a natural extension of your core business, one that requires no financial investment on your part yet has the potential to provide a significant income stream. Would you have some time now to talk about this or should we set up something for later? (later: obvious, NOW). Sure, I'm one of the business partners that has joined this program and in this call I'm promoting this program to you and I'm going to focus on just one of the 5 income generators in the program. Up until March of this year, this was a pretty traditional promotion-based partnership. The company partners with independent individuals as well as with corporate entities.... Corporate partners, as a part of their normal work, simply add a phrase to their sales process which has the potential to turn into anywhere from \$10,000 to, well, over \$100,000 to the partner. Is something that, at the very least, sounds intriguing? YES/NO (if not, then perhaps my time better spent elsewhere, thank you for taking the time to talk with me up to this point), YES... Well, there's a number of different ways in which to be involved in this one income generator in this program, but the casual way is to end conversations with something like "by the way, before we go, we are involved with a company that is granting customers license to its products free of a license fee up until March 31, 2021 to help them return from the economic impacts of the pandemic, stronger and healthier and better positioned for the future. Would you like to learn more about them and how their product is helping companies do substantially better?" From there it's a simple Yes or No and with a Yes, we get them introduced to the grant program and all its benefits. If they say yes to the grant program, you get

to keep 25% of what they pay in software maintenance for two years. If they are a 500 person organization, they are likely to take \$500,000 in free software, which results in software maintenance of \$100,000 annually and \$25,000 to you for each of two years, just because they said YES.

The target partner might indicate that they wouldn't do this because they don't know us, and the response, if a recruiting firm, can be something like you'll know this company and its 27 year history better than any placement your making – of course you'll know the company.

Move to talking about the number of people in sales or client serving roles, and talk about the effect of each of them promoting the grant to 1 or more companies each that say YES – that's enormous. If the company has 30 people that each post 1 new deal and each is with a company of 500 employees on average, that's \$1,500,000 in fees generated for their company (\$50,000 per YES over 2 years multiplied by 30).

With all of that said, can I tell you about the other revenue generators. There's one for doing what I'm doing right now, recruiting individuals and businesses into the program. There's one for placements with the company under a Recruiting as a Service model and there's one for an VARS or OEMs that you introduce to the company that become resellers of the company's products. The last one is truly passive, so you don't have any direct involvement in it, but it produces passive income to you. There's more about this on my company webpage if you'd like to explore it. There's also a Partnering Agreement on the page for your consideration. Of course, I'll do my best to answer your questions or get answers to those questions so we can help you become a part of this and our Win Win Win strategy.

VOICEMAIL Example (#1)

Hi Name, I know you're entrepreneurial as you must be to have built your company. I'd like to introduce you to an opportunity to add newfound income to your business. There's no investment, very little time and can be done casually as a part of the work that's done all the time. Can you give me a call? My name is XXXXXXXXXX and my number is xxx-xxx-xxxx. Thank you.

VOICEMAIL Example (#2)

Hi, I'm following up on my last message about an opportunity to increase your company's income. This is about a casual, simple process that can turn into a significant income possibility. I really think it's worth your time to check it out and not miss out. My name is XXXXXX, and my phone number is xxx-xxx-xxxx. I really want to encourage you not to miss out on this. If you want to try to figure this out on your own – take a look at my webpage at www.sceris.com/partners-LastNameScerISID. Good luck

Email Follow-up example (to any of the VMs)

Hi NAME,

I left you a VM about this and it's important enough that I wanted to follow up. I'm a business partner with a truly remarkable company whose board of directors authorized granting \$200 million of licenses of their multi-purpose software platform to help businesses return from any economic hardship caused by this pandemic. I think participation in this program promoting the grant can produce a 5, 6 or 7 figure income. To learn more, just go to <https://www/sceris.com/partners-LASTNAME SCERISID> . You can access the partnership contract at the bottom of my webpage, join us and be up and running in under a week. Give me a call if you need some additional information or some help with this.

Regards,

Name

Phone

EMAIL CAMPAIGN (Sample Texts) (Can apply to a paper mailing campaign)

EMAIL – LONG VERSION Example

SUBJECT: \$200,000,000 In Software License Grants Pledged to Strengthen USA Businesses and Government Entities

Dear (title prefix) FN LN:

You may want to receive your complimentary multi-purpose enterprise software licenses, but let's talk about that at another time? I want to introduce you to an extraordinary opportunity. Whatever you do, don't let this opportunity pass you by. Take a few minutes and allow yourself to be pleasantly surprised.

Announcement: In response to the negative economic impact of the pandemic, the ScerIS Board of Directors decided to grant unlimited licenses of its core software platform to businesses and government entities to help them return from the pandemic stronger, healthier and better positioned for future success. Now through March 31, 2021, ScerIS's core technology platform can be licensed without a license fee now or ever.

I want to encourage you to join our partner program and promote the grant to businesses of all types. ScerIS is making its software available at no charge. Its customers are for-profit and not-for-profit businesses, large and small and also government entities. Customers have claimed savings up to \$4,500 per employee per year, but imaging those savings without having to pay a license fee.

Although it will not be obvious, the opportunity here for partners has resulted in an enormous income potential because ScerIS is sharing 25% of software maintenance payments with its partners, something

it didn't do until the pandemic hit. They made sure partners could continue to enjoy substantial incomes in the program and they took the unprecedented action of granting their software to benefit the beneficiaries of the licenses and their partners while keeping their team fully occupied with the work at hand.

I'd be pleased to spend some time with you to better explain how you (your company) can benefit from participation in this partnering program that offers an extraordinary revenue sharing model for promotion activities. We are their marketing arm and they compensate us very well for our involvement in finding companies that are interested in the current offer.

This program and this opportunity are in place until March 31, 2021 at which time the program will return to its original format, but we can talk about that after you've explored this a bit further.

Please feel free to go to my webpage to learn a bit more about this program:
<https://www.sceris.com/partners-LastNameScerISID> or give me a call at xxx-xxx-xxxx.

My best, and I truly hope you stay safe and healthy throughout this pandemic ordeal.

NAME