



**HOOSIER HORSE FAIR & EXPO™
SPONSORSHIP
REFERRAL AGREEMENT**

Referral Information

Submitted By: _____ Title: _____
Company: _____
Address: _____
City, State, Zip: _____
Phone: _____ Email: _____

Lead Information

Contact Name: _____ Title: _____
Company: _____
Address: _____
City, State, Zip: _____
Phone: _____ Email: _____

Relation: _____
(i.e. Buy grain from Co-op for 20 years, preferred customer, relative, etc. – any other information, use back.)

1. SPONSORSHIP REFERRAL AGREEMENT FORMS

Submission of a Lead by a Referral will be made through submission of a completed form (Sponsorship Referral Agreement), so that Hoosier Horse Fair & Expo may contact the prospective customer and proceed with discussions. Hoosier Horse Fair & Expo will evaluate the lead and contact the Referral once Lead accepts or denies opportunity. Hoosier Horse Fair & Expo shall have the exclusive right to accept or reject any Lead and will negotiate directly with a Lead unless otherwise agreed to in advance.

2. FINDERS FEE

Where Hoosier Horse Fair & Expo has accepted a Lead referred by the Referral that results in a Qualifying Contract, a Finder's Fee on a sliding scale will be due to the Referral upon receipt of revenues as set forth below. Qualifying Contract means a contract for any Hoosier Horse Fair & Expo services, signed by Hoosier Horse Fair & Expo and the Lead. The Finder's Fee will be paid within ninety (90) days after the fees have been received by Hoosier Horse Fair & Expo. Please view chart below on sliding scale.
NOTE: No Self Referrals.

3. TERM

The Term of this Agreement shall be for a period of one (1) year from Effective Date, which shall be the date on which this Agreement is signed by Hoosier Horse Fair & Expo. IN WITNESS WHEREOF, Hoosier Horse Fair & Expo and Referral agree to the terms and conditions of this Agreement to be executed by their duly authorized representatives identified below.

Hoosier Horse Fair & Expo

Referral

By: _____
Name: _____
Title: _____
Date: _____

By: _____
Name: _____
Title: _____
Date: _____

Return to: Hoosier Horse Fair & Expo Referrals
225 S East St., Ste 738
Indianapolis, IN 46202

Finders Fee Sliding Scale

Signed by Lead	Referral Payout
\$500-\$2,000	\$50
\$2,001-\$4,000	\$100
\$4,001-\$6,000	\$200
\$6,001-\$8,000	\$300
\$8,001-\$10,000	\$400
\$10,001 +	\$500