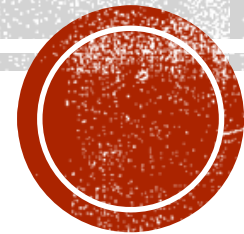


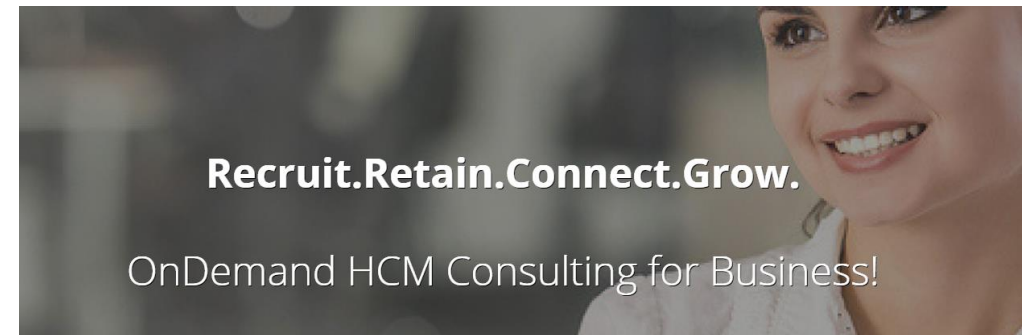
ADVISOR ONBOARDING FAQ

GroWductivity®



WELCOME TO THE GROWDUCTIVITY ADVISOR PLATFORM AND REFERRAL PROGRAM!

- We are excited to have you on board. Inside you will find answers to some of our most frequently asked questions, to help you be as successful as possible as a Growductivity referral partner. After all, your success is our success.





Win the War on Talent!

Get a Talent Acquisition Strategy That Wins!

WHAT'S IN THIS THING?

- Overview
- Contact Your Principal HCM Consultant
- Partner Portal Overview
- How do I Access the Partner Portal
- Submitting a Referral
- Contacting me instead of my client
- Requesting a Preferred Vendor Consultant
- Marketing Collateral
- Product Videos
- Commissions
- Integrations



WELCOME!

- You officially joined the Referral Program! Our partner program is a great way to set yourself apart from the competition while bringing best in class On-Demand HCM Consulting to your clients. In addition to our partners team, you have access to tons of different resources to elevate your practice.
- Generate New Revenue Streams
- Elevate the HR practices of your clients
- Protect yourself against competition
- We are the #1 Recommended On-Demand HCM Consulting practice for small and medium sized businesses.

A LEADING HUMAN CAPITAL MANAGEMENT CONSULTING FIRM!

GET SMART BUSINESS ADVICE FROM THE PROS!



CONTACT THE REFERRAL TEAM

- Hi! We're the Growductivity Referral team, we are here to walk you through any questions you may have, make sure your clients are handled in the most professional manner, and help make this process as easy as possible.
- To get in touch with us, email: Service@Growductivity.com
- Or send us a message in referral from of the Advisor partner portal.



WHERE DO WE WIN?

Customers can feel the love: our customer experience is at the heart of everything we do. We only work with the top HCM vendors who are awarded with top ratings from customer review sites.

We built the Growductivity service model to serve small to medium sized businesses are our core. This size has historically been left out of this On-Demand HCM type of service model so we built a solution with small to medium sized growing businesses in mind – and we love them!

We're easy to adopt and easier to use: We built Growductivity to be intuitive, clear, and easy to use. People immediately get it, love using it, and love you bringing this On-Demand HCM service to their business. Our selected Vendor Partners have the highest service rankings in G2 crowd as well!

We're all about good value: Providing great value isn't only being affordable. It means knowing exactly what features you need and doing away with excess. We provide insights others don't and bring value where it counts. All of our chosen vendors are the top ranked vendors in the HCM industry.



PARTNER PORTAL

- **What resources and benefits are available to me as a referral partner?**

We give you access to our Advisor partner portal which contains the following:

- Product training and demos
- Marketing collateral from various partner vendors to help position services with your clients.
- An online form to submit leads that will be tracked back to you.
- Much More!



HOW DO I ACCESS THE PARTNER PORTAL?

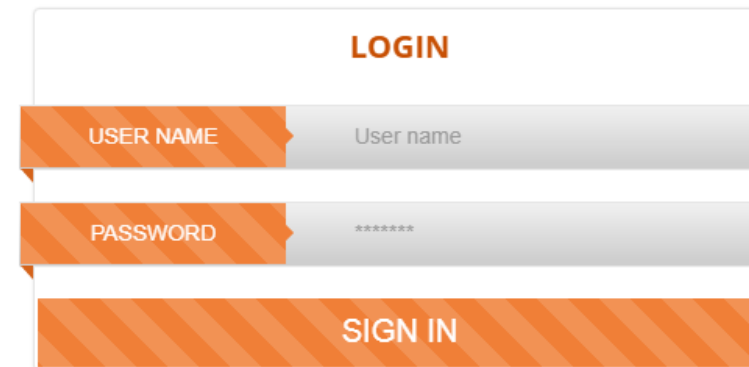
- To access the advisor portal:

<https://www.growductivity.com/login/>

- If you don't have an account yet, click to register

<https://www.growductivity.com/join-sales-team/>

- We will set you up with an account after we review your information and have a brief discussion.



The image shows a login form with a white background and a thin grey border. At the top right, the word "LOGIN" is written in a bold, orange, sans-serif font. Below this, there are two input fields. The first field is labeled "USER NAME" in a small, grey, sans-serif font on the left, and the input area contains the text "User name" in a grey, sans-serif font. The second field is labeled "PASSWORD" in a small, grey, sans-serif font on the left, and the input area contains seven asterisks "*****" in a grey, sans-serif font. At the bottom of the form, there is a wide, orange button with a diagonal hatched pattern and the text "SIGN IN" in a white, sans-serif font.



SUBMITTING A REFERRAL

Submitting a referral via the referral form in the Advisor portal is quick and easy. Any referral you submit is expedited and sent directly to Aaron Becker who is the principal HCM consultant at Growductivity. We will take great care of your clients and involve you the entire way if needed.

[Submit a Referral Here:](#)

Lead Referral

Please list your sales referral information below so that we can track, account for, and distribute your lead to the relevant Network Advisor to ensure you get credit for

Referral Company Name

Market
AK- Anchorage

Product/Solution
Employee Benefits

Name of Referral

First Last

Referral Company Email Contact

Referral Company Phone Number
 - -
####

Provide Your Name and Contact Info for Lead Credit

SUBMIT



WHAT IF I WANT YOU TO CONTACT ME INSTEAD OF MY REFERRAL?

If you want us to reach out to you instead of your client, just make a note of that in the notes section of the referral form.

Lead Referral

Please list your sales referral information below so that we can track, account for, and distribute your lead to the relevant Network Advisor to ensure you get credit for the referral.

Referral Company Name

Market

Product/Solution

Name of Referral

First Last

Referral Company Email Contact

Referral Company Phone Number

 - -
####

Provide Your Name and Contact Info for Lead Credit

Please contact me first instead of my client. I want to go over their needs. My name is John Doe business advisor out of (enter location) and my number is 555-555-5555.
Thank you.

SUBMIT



Have you enjoyed working a specific consultant at one of our vendor partners in the past? Request to work with them again by putting their name in the notes section of the referral form. We will try to facilitate that with our vendor partner liaison.

Lead Referral

Please list your sales referral information below so that we can track, account for, and distribute your lead to the relevant Network Advisor to ensure you get credit for the referral.

Referral Company Name

Market

Product/Solution

Name of Referral
Mr
First Last

Referral Company Email Contact

Referral Company Phone Number
 - -
####

Provide Your Name and Contact Info for Lead Credit

Please contact me first instead of my client. I want to go over their needs. My name is John Doe business advisor out of (enter location) and my number is 555-555-5555. Thank you.

I would like to work with JIM JONES at HCM Vendor partner if possible. |

SUBMIT

PREFERRED VENDOR OR HCM CONSULTANT



HCM CONSULTANT PORTAL



Training Source | Marketing Source | **Marketing Drops** | Paperwork Source | Referrals | HCM Sales Forum

TAGS

- HR Essentials (5)
- HR On Demand Pro (4)
- HR Complete (1)
- PEO Consulting (3)
- Bamboo HR (10)
- Talent Partner (1)
- HCM Consulting (2)
- Gaining Access Strategy (0)
- Gaining Access Letters (0)
- Gaining Access Emails (5)
- Phone Scripts (6)
- Vendor Marketing Collateral (2)
- Multi Touch Marketing (0)
- Marketing Drops (17)
- Growductivity Sales Kit (1)
- Our Testimonials (1)

HR ESSENTIALS 5 per Page ▾

- [Why you Need HR \(Download\)](#)
HR Essentials Modified on 2018-10-08
- [Benefits of HR on Demand \(Download\)](#)
HR Essentials Modified on 2018-10-08
- [HR Support Center \(Download\)](#)
HR Essentials Modified on 2018-10-08
- [HR Comparison Chart \(Download\)](#)
HR Essentials Modified on 2015-04-30
- [Common HR Questions \(Download\)](#)
HR Essentials Modified on 2018-10-08

MARKETING COLLATERAL

What is available for me to share with my clients?

As an Advisor Partner, you get access to exclusive marketing materials to share with your clients who need specific HCM solutions.

Our preferred vendors have given us some great assets and your clients will thank you for sharing this ROI e-book. You can access all the marketing collateral available to you here in the partner portal.



PRODUCT VIDEOS

HCM CONSULTANT PORTAL

Training Source Marketing Source Marketing Drops Paperwork Source Referrals HCM Sales Forum

TRAINING CATEGORIES

Featured Vendor Partners

- Business Application
- HCM: BPO Providers
- HCM: PEO Providers
- HCM: HR Vendor
- HCM: Payroll Providers
- Value Add: E I-9 Providers
- Value Add: Paycards
- Value Add: Payroll Tax Filing
- Value Add: Print & Distribution

How it Works Growductivity Watch later Share



Local Relationships Built On Results

We are Human Capital Management technical consultants who specialize in cloud software business transformation. We provide resources to assist organizations before, during and after an HCM software implementation. Our key asset is our people, who bring expert guidance and leadership to your business. Whether you are

Download Brochure Website Contact Us

INTEGRATION PARTNERS



Our Entire Growductivity HCM Video Library training portal is available to you. The product videos are a great way to educate yourself on the various vendors and help your clients understand what options might be available to them.

Looking for more videos to share with your clients? Access them under the marketing tab in our Advisor Portal [here](#)



COMMISSIONS

Please review our current commission policy that is included in the Advisor sign up kit for the latest in commission payments from our vendor relationships.

- Please email us at: service@Growductivity.com if you have questions about the advisor program through Growductivity.
- You can also call Aaron Becker direct at 402-505-7257 ext. 201



INTEGRATIONS

We know that your clients may need something more robust or customizable than what we offer. That's why most of our partners have open API's and an App marketplace!

95% of the vendors and partner solutions listed in the training area of our website are app driven partnerships.

HCM CONSULTANT PORTAL

The screenshot displays the HCM Consultant Portal interface. At the top, there is a navigation bar with tabs for Training Source, Marketing Source, Marketing Drops, Paperwork Source, Referrals, and HCM Sales Forum. Below this, the 'TRAINING CATEGORIES' section is visible, featuring a 'Featured Vendor Partners' list with items like Business Application, HCM: BPO Providers, HCM: PEO Providers, HCM: HR Vendor, HCM: Payroll Providers, Value Add: E I-9 Providers, Value Add: Paycards, Value Add: Payroll Tax Filing, and Value Add: Print & Distribution. The main content area features a video player for 'How it Works Growductivity' with a play button, 'Watch later', and 'Share' options. Below the video is a red banner with the text 'Local Relationships Built On Results'. To the right of the video are buttons for 'Download Brochure', 'Website', and 'Contact Us'. Below the video, the 'INTEGRATION PARTNERS' section is shown, featuring the 'Growductivity' logo and a 'marketplace' tag.



QUESTIONS?

Do you have any questions that we did not cover in this overview? We'd love to walk you through them, just reach out to us at service@Growductivity.com or use the contact us form on our website.

