

# HAPPIER CAMPER RESOURCES

## Referral program: the ins and outs



### HOW IT WORKS

Thank you for participating in Happier Camper's Referral Program. We know that you must love your Happier Camper if you are willing to recommend us to people- and we are honored.

For each tour you give of your camper, Happier Camper will provide you a **Tour Bonus of \$75**. Additionally, for every camper sold as a result of your tour, you can receive an additional **Sales Referral of \$1,000**. The conditions of each reward below. These referral rewards are subject to change- please contact [sales@happiercamper.com](mailto:sales@happiercamper.com) with any questions.

### HOSTING A TOUR

Happier Camper will compensate you for **pre-approved tours and sales**. The Sales team will schedule the tour at your convenience. They will also provide you with marketing information and materials if you would find that helpful.

For example, some customers are too far from a Happier Camper showroom to feasibly visit. The Sales team would then request you give that specific customer a tour of your camper. Once the tour is complete, you can submit a request for your **Tour Bonus** directly to [sales@happiercamper.com](mailto:sales@happiercamper.com).

This would be different from showing your friend your camper: in order for a referral to be approved, it must be organized and pre-approved by Happier Camper.

The length of a tour is up to you though they tend to last 40 minutes to more than an hour. They can be done virtually or in-person- whatever works best for you and the potential customer!

### SUCCESSFUL SALES

After you've given a tour to a potential customer, the sales team will continue to work with them directly. Sometimes, it can take weeks or months for a customer to decide to make their decision about purchasing a Happier Camper.

If the customer decides to go through with the Sale, the Sales team will get in touch with you to thank you for helping them with the tour. You can then submit a request for your Sales Referral directly to [sales@happiercamper.com](mailto:sales@happiercamper.com).

### CONDITIONS OF PAYMENT

In our experience, it takes quite a bit of time to to plan, coordinate, and complete tours and sales. **Please give Happier Camper ample time to approve and process the request** before you receive your reward. It may be some months before everything gets sorted but we will be sure to follow through on the cash gift or Adaptiv credit!

### TIPS FOR GIVING TOURS

- **Change your setup on the fly:** Help potential customers learn about the Adaptiv system by telling them how you like to use yours or showing them how easy it is to move the components around
- **Be the expert:** let the potential customer know what your favorite Adaptiv components are so they can decide what they would include in their buildout
- **Let Happier Camper do the legwork:** the Sales team will make sure a potential customer is knowledgeable and prepared before showing up for a tour
- **Do it your way:** There's no "rules" for how a tour has to go. The Sales team can guide you or make recommendations if you want some guidance.
- **Questions?** Contact [sales@happiercamper.com](mailto:sales@happiercamper.com)