

YOU + LEADS = REWARDS

It's that simple with Partner Plus.



Refer your leads with Partner Plus and be rewarded

The Partner Plus Referral Program can offer you and your company rich rewards for referring your network of clients for an American Express Commercial Payments Card or payment solution¹.

- ✔ Register online at americanexpress.com.au/partnerplus
- ✔ Refer clients using the simple online tool
- ✔ Track the progress online
- ✔ Be rewarded for Valid Leads and Wins.

Benefits for you

- Strengthen relationships with your clients by adding value to their business management processes
- Remove the costs associated with invoicing when your client switches to a Commercial Card or a BTA payment solution
- Enjoy the confidence of receiving payment when your client chooses American Express
- Be rewarded for each Valid Lead and Win¹:



Be rewarded with gift cards

American Express Business Segment	Annual Company Turnover	Valid Lead	Win
SBS	<\$10M	\$100	\$100
Middle Market	\$10M to \$300M	\$100	\$200
Large Market	>\$300M	\$100	\$300







THERE'S NO LIMIT TO THE NUMBER YOU CAN RECEIVE!

Benefits for your clients



Spend visibility

- Complete visibility as Card billed directly
- Closed loop network delivers enhanced data
- Auto reconciliation via BTACConnect²
- Comprehensive MIR reporting



Financial Benefits & Rewards

- Membership Rewards, if enrolled³
- Qantas Business Rewards, if on an eligible program and enrolled⁴



Business Benefits

- Improved cash flow
- Different liability options to mitigate risk⁵
- Unsecured line of credit

Questions to gauge interest

- ✔ Do they pay their business expenses via EFT or a product other than an American Express Commercial Card or payment solution?
- ✔ Could they benefit from better visibility of their company's expenses through detailed reporting?
- ✔ Do they need improved reconciliation?
- ✔ Do they want to be rewarded with Membership Rewards³ or Qantas points⁴?
- ✔ Are they interested in mitigating risk with combined liability⁵?
- ✔ Would they like improved cash flow?
- ✔ Are they looking for an unsecured line of credit?
- ✔ If you answered yes to any of the above, open the conversation today and be rewarded.

Tips

- Ensure contact is the key decision maker or has the ability to influence the key decision maker
- Provide as much relevant information in the Lead description box on the form
- Be available for a joint sales call.

Remember that we don't need you to actually sell anything, we just ask you to identify clients who could benefit from the product. Our sales team will look after the rest.

FAQs

How do I refer a lead?

Go to americanexpress.com.au/partnerplus, login in using your email and unique password, and complete the lead referral form online. You can nominate a sales person in the “Allocate lead to” field.

What happens after I submit my lead?

Your lead will be assigned usually the same day it is referred, but can be up to 24 hours after. The lead owner will appear in the Partner Portal under “Amex Sales Person”. If it says “JAPA SBS Shared Leads”, this means the lead is with our Small Business Services Card team. You will generally be contacted by Sales prior to them contacting your client.

Why hasn't my lead moved from “New”?

The lead will not change from “New” until it has been “Verified” or “Confirmed lost”. This happens once the Sales Manager has established if an opportunity is present – usually in the form of a meeting. If a lead is referred to our Small Business Services Card team, the status will remain as “New”, even once the opportunity has progressed.

When will I get paid?

You are eligible for a [lead incentive](#) once the lead status changes to “**Verified**” in Partner Plus. You are eligible for the [wins incentive](#) once the lead status is “**Closed-Won**”. Incentives are fulfilled on a monthly basis. You will receive your gift card redemption code via email the month after your lead has been Verified or Closed-Won.

What are the main reasons a lead may not be eligible?

The key decision maker was not interested or the company changed their mind. The key contact was uncontactable or declined contact from American Express. The company is an existing customer or are already in discussions with American Express.

Can I speed things up and refer directly to my Amex contact?

Only leads submitted via Partner Plus are eligible for incentives. Our reporting is automated so any leads created by Sales following a conversation with you, will not form part of the program or be rewarded.



Forgotten your Partner Plus password?

Unable to login?

Need a Partner Security code to register?

For all admin enquiries, email partner.plus.admin@aexp.com



1. For full program Terms and Conditions, visit www.americanexpress.com.au/partnerplus

A “Valid Lead” or a “verified lead” is a Referred Business lead which has been identified as having a potential interest in acquiring an American Express Commercial Payments solution. Such potential interest is to be assessed by an American Express Sales Representative who will convert the lead to an opportunity in Salesforce.

“Approved Account” is a Referred Business which (i) completes an Application for an American Express Commercial Payments solution; and (ii) is approved by American Express to hold a business account; and (iii) the application is updated to “Stage 7 (Seven): Contract Pending or Approved” (Oral Win or Letter of Intent received) in the Salesforce system.

2. Subject to being enrolled for a Business Travel Account (BTA).

3. Subject to the Terms and Conditions of the Membership Rewards program. For information on Membership Rewards, please refer to the Membership Rewards Terms and Conditions at www.americanexpress.com/au/content/rewards/discover-more/terms-and-conditions/

4. Subject to Qantas Business Rewards Terms and Conditions. For information on Qantas Business Rewards, please visit www.qantasbusinessrewards.com/terms

5. Your company and your Card Member are jointly and severally liable for charges. The exception is when charges are the result of unauthorised use by a third party, or are personal in nature (and do not accrue a benefit to your organisation), in which case your Company is not liable.