



Value Added Marketer

Program Overview

Would you like to create an additional recurring revenue stream for your marketing business? EchoQuote's™ Value Added Marketer (VAM) program may be your ticket. Using our results driven, lead capturing machine you can not only produce outstanding results for your customers but make money while doing it.

Partner Benefits/Requirements

	Premier Partner	Referral Partner
Benefits		
\$199 Setup Fee Direct to Partner	Yes	Yes
Free Use of EchoQuote	Yes	Yes
Margin on recurring charges	40%*	20%*
Margin Time Limit	Unlimited	1 Year
Requirements		
1 Blog post per quarter	Yes	Yes
1 Person EchoQuote Certified	Yes	No
Use/Promote EchoQuote Service	Yes	No

* Assumes a minimum base per quote charge.

What types of end-user companies are a good fit for EchoQuote™?

- "A" – Primary customer profile, Small to Medium Sized Companies
 - a) 50-500 Employees
 - b) \$10M - \$500M in annual sales
 - c) Requires direct, knowledgeable sales force to sell products – must be 1 on 1
 - d) Limited number of high-end products from \$5,000 up
 - e) Preferred focus is on technology companies
- "B" – Secondary customer profile, Micro to Small Sized Technology
 - a) 10-50 Employees
 - b) \$1-10M in annual sales
 - c) Requires direct, knowledgeable sales force to sell products – must be 1 on 1
 - d) High-end products/services from \$2,000 up

Email partner@echoquote.com or call 301-560-7127 for more partner program information.