



Minding My Books (MMB) Affiliate Member Guide



Introduction

Minding My Books is a QuickBooks Solution Provider (“QSP”) with Intuit. QSP’s are hand selected and approved to join Intuit’s program. We have expertise in technology and solutions integration for small-to-medium sized businesses. We are certified to resell, implement, and support QuickBooks Software Products. We also partner with companies who recommend or sell Intuit (QuickBooks) products to give the customer the best purchasing and product experience.

Minding MyBooks is here to support our Affiliates with competitive compensation, free consultations, instant product pricing, and the best pricing discounts for your customers. Our affiliate program is FREE but exclusive. If you are already working with a QuickBooks Solution Provider (QSP) like us, and if it's working fine, stay where you are. If you would like to give us a try, please respect our exclusivity requirement. Please read our member guide to learn more about the benefits of joining our affiliate program.

This member guide outlines the current benefits available to Minding My Books Affiliates. Along with the Minding My Books Affiliate Program Agreement, these terms apply for all activities going forward and supersede all other previous benefits.

Program Overview

Minding My Books Affiliates have the opportunity to promote the entire QuickBooks ecosystem to their customers and prospects. We are here to support you with your clients so that they get the best QuickBooks solution for their business needs. Our program is a referral model where the customer billing relationship is owned by Intuit.

Products available to refer as a Minding My Books Affiliate applies to the following Intuit product lines:

- QuickBooks Accounting Solutions
 - QuickBooks Enterprise Silver
 - QuickBooks Enterprise Gold
 - QuickBooks Enterprise Platinum
 - QuickBooks Enterprise Diamond
 - QuickBooks Enterprise Hosted Bundles
 - QuickBooks Online Essentials
 - QuickBooks Online Plus
 - QuickBooks Online Advanced
- QuickBooks Payroll Solutions
 - QuickBooks Online Payroll Core
 - QuickBooks Online Payroll Premium
 - QuickBooks Online Payroll Elite
- QuickBooks Payments
- QuickBooks Time
 - QuickBooks Time Premium
 - QuickBooks Time Elite

QSP's / Affiliates in the referral program are not eligible to use their credit card to purchase Intuit products or services on behalf of a customer. QSPs / Affiliate found to be using a credit card for customer purchases will be subject to disciplinary action including termination from the Program.

Benefits:

AFFILIATE BENEFITS:	
Sales Commissions	✓
Intuit Dedicated Sales & Technical Support	✓
Lowest Rates & Prices on all QuickBooks Products	✓
Free Consultations	✓
Price Lookup and Instant Quotes	✓
Online Ordering	✓
Free On-Demand Training Videos	✓
MMB Implementation & Support Services for QB Enterprise	✓

Program Requirements

Our program only has a few requirements to stay an active Affiliate with Minding My Books. Below is a summary of our requirements. Please reach out if you need more details on select requirements.

Minding My Books Affiliate Program Agreement

All Affiliates are required to accept the Terms of the Agreement and comply with all of its terms. Once your company has been approved, you will receive a welcome email with your portal link and login instructions. You will receive your own tracking code website link and Microsoft link so customers can order their products and you will get sales credit.

Sales Minimums – Intuit Product Licenses and Subscriptions

Partner shall process at least one QuickBooks Order (Software, Subscriptions, Payments, and Payroll) per year based on the date of the contract to remain in “active” status.

Exclusivity

What this means is you only purchase QuickBooks products through Minding My Books Partner Program. MMB does not force you to stay in our Partner Program but the book of business remains with the QuickBooks Solution Provider that processed the sale.

All sales made with MMB are non-transferrable. MMB is the QuickBooks Solution Provider on Record. If the partner relationship with MMB terminates, MMB still remains the QSP of record.

Minding My Books Affiliate Program Member Guide

Sales Commissions

MMB Affiliates have access to a wide range of Intuit solutions to refer and offer along with your value-added services.

Commission	
QuickBooks Online Advanced	\$ 250.00 Bounty
QuickBooks Online Advance Upgrade	\$ 150.00 Bounty
QuickBooks Online Plus	\$ 150.00 Bounty
QuickBooks Online Essentials	\$ 50.00 Bounty
QuickBooks Enterprise Diamond	\$ 1,000.00 Bounty
QuickBooks Enterprise Platinum	\$ 500.00 Bounty
QuickBooks Enterprise Gold	\$ 300.00 Bounty
QuickBooks Enterprise Silver	\$ 250.00 Bounty
QuickBooks Online Payroll Elite	\$ 250.00 Bounty
QuickBooks Online Payroll Premium	\$ 150.00 Bounty
QuickBooks Online Payroll Core	\$ 50.00 Bounty
QuickBooks Time Elite	\$ 250.00 Bounty
QuickBooks Time Premium	\$ 150.00 Bounty
QuickBooks Payments (Online or Enterprise)	20% Residual

Compensation benefits are subject to change.

QuickBooks Enterprise Bounty applies to US Sales

Compensation

There are two categories of compensation within Minding My Books Affiliate Program.

Referral Bounty: Payment earned and incrementally paid based on the active unit at the monthly time of measurement.

Referral bounties for online products will be paid after the first charge date in the billing system (GNS) on an installment basis. Specifically, the total bounty will be paid as follows: 1/3 for the first month and 1/3 for each of the next two months thereafter, based on the subscription status and active SKU on the last day of each month.

Referral bounties for QuickBooks Enterprise will be paid after the first charge date in the billing system (GNS) on an installment basis. Specifically, the total bounty will be paid as follows: 1/6 for the first month and 1/6 for each of the next five months thereafter, based on the subscription status and active SKU on the last day of each month. This can change based on Intuit changing their program incentives.

Customers who subscribe to QuickBooks Online through the QuickBooks Solution Provider Program are not able to transfer their QuickBooks Online subscription to any other pricing model, e.g. Wholesale Billing.

Payments Profit Share: The Payments profit share is the percentage of the Net Profit paid to our Affiliate. The Net Profit is calculated as the total eligible fees received by Intuit related to credit card processing, minus all applicable costs and fees. Affiliates will continue to receive profit sharing if a canceled payment customer re-enrolls in their payments account within 90 days of cancellation. This can change based on Intuit changing their program incentives.

Intuit Dedicated Support

Intuit Sales Support

Along with Minding My Books free consultations and services, you receive support from Intuit's top selling and service team. As I like to say, we're working with the best of the best at QuickBooks. They can help with sales assistance and support. We also have a dedicated team for payroll and payment referrals. Below is your list of contacts for sales support from MMB and Intuit.

Sales Support:

Minding My Books

QSP Sales and Support:

Raeann Salter, Direct: 231-670-4156, raeann.salter@mindingmybooks.com

Shalynn Salter, Direct: 231-742-1175, shae@mindingmybooks.com

Intuit

QSP Customer Account Manager:

Debbie Phillips, debbie_phillips@intuit.com

QSP Payments:

Joe Yalinkatian, Direct: 520-848-5746, joseph_yalinkatian@intuit.com

QSP Payroll Partner:

John Brakey, Direct: 520-848-5983, John_Brakey@Intuit.com

Intuit Technical Support

The work you do with customers will often include the design of a customized solution along with the deployment and implementation of products, in some cases involving complex environments.

We recognize that these complex environments occasionally create challenges, and receiving timely support to resolve issues can be crucial. A support system has been set up for Solution Providers and MMB Affiliates, giving them access to dedicated support via one number: 800-607-7513. Please don't share this number with others.

Single number and QSP queues for each product are behind a simple Interactive Voice Response (IVR) with experienced agents for each product.

Option 1 - QuickBooks Pro, Premier, or Enterprise Solutions

Option 2 - QuickBooks Point of Sale

Option 3 - Payroll Solutions

Option 4 - Payments Solutions

Option 5 - QuickBooksOnline

Lowest Rates & Prices on all QuickBooks Products

Leverage my QuickBooks Status

QuickBooks Products - Your customers can order directly through Minding My Books website with your tracking link to get lowest pricing offered. Affiliates can login to our website and order for your customer. You cannot pay for the product yourself. It has to be your customers' payment information.

QuickBooks Enterprise & QuickBooks Hosting – Usually our customers choose the 20% lifetime discount. Intuit will run their own specials good for the first year of subscription. Your customer can choose their discount from our website.

QuickBooks Online – Our channel offers the best discount available for new subscriptions.

QuickBooks Payroll – Get the best pricing for payroll subscriptions for your clients. Enter the referral / lead through Minding My Books website and let the experts at Intuit take it from there.

QuickBooks Payments – Get the best pricing for payments for your clients. Enter the referral / lead through Minding My Books website and let the experts at Intuit take it from there.

Create a Bundle offering with your product and / or services.

Minding My Books Affiliate Program Member Guide

Free Consultations

We offer free consultations to you and your clients to help decide if QuickBooks is a good fit for your business. Minding My Books will consult with our Affiliate, your client, or both of you. Schedule our appointment in the contact us section in our website.

Price Lookup & Instant Quotes

Get current pricing information in our buy now sections throughout Minding My Books website in each QuickBooks Product section.

Order Product through website

Affiliate will send their Minding My Books link to their client which they will use to order their product(s). The link will associate with the affiliates account so commission can be assigned. Once the order is submitted, MMB will process the order through our Intuit Portal. Intuit will send an email to your client within 4 - 24 hours with download, license, and product number.

Free On-Demand Training Videos

Minding My Books offers free QuickBooks Time setup and training videos at no charge when your client purchases the software. We also offer free Advanced Inventory setup and training videos with purchase of QuickBooks Enterprise.

Minding My Books Implementation & Support Services

Minding My Books offers implementation & support services. We use TeamViewer remote to view our client's screen. We offer (2) hours of free setup for QuickBooks Enterprise. Our normal pricing rate at this time is \$250.00 per hour / billed weekly. We can work directly with the client or if the affiliate prefers for us to work directly with them, we can do that also.

Product Returns

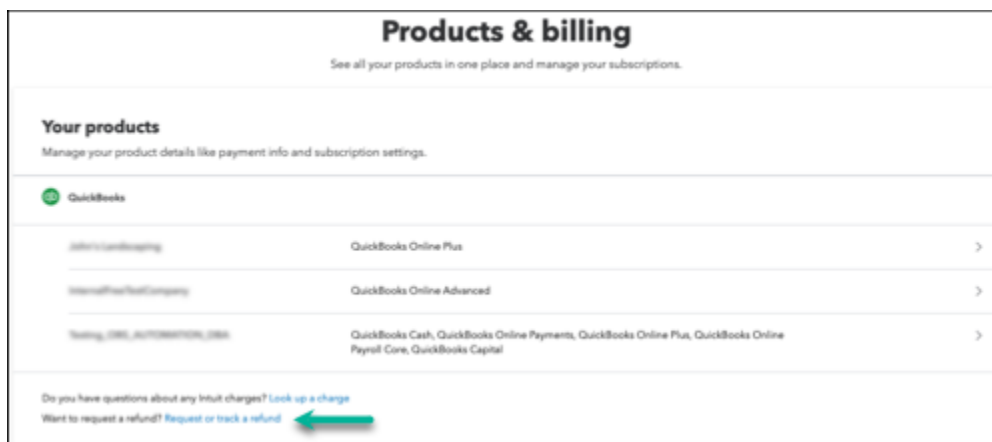
In most cases, if your customer purchased QuickBooks Enterprise or an annual subscription for QuickBooks Online, and it's within 60 days of the purchase date, they are eligible for a refund under Intuit's satisfaction guarantee. There are some exceptions, [check Intuit QuickBooks return policy](#) for details.

Note: The 60-day money-back guarantee does not apply to monthly QBO subscriptions.

For software

Your customer can request a refund through your Intuit Account.

1. Sign in to the [Intuit Account Manager](#).
2. Select **Products & billing**.
3. Select **Request or track a refund**.



4. Fill out the Intuit refund request form.
5. We'll send you an email as your refund is processed.

When they request the refund, their license will be deactivated, and will no longer be able to use the product. If they have questions, they can reach out to Minding My Books.

Returns may affect your bounty compensation if it's within the payment period.