

# Insperity Time and Attendance

Become an Insperity Time and Attendance referral partner.

Insperity TimeStar offers multiple levels of partnership and works closely with potential partners to determine which level is optimal for your success. We are committed to providing the best overall service to our mutual customers.

## *The Insperity TimeStar partnering program has two levels:*

### **Level I: Referral Partner**

For organizations that are interested in supplying Insperity TimeStar with a referral, we offer a Referral Partner Program.

Referral Partners earn commissions for simply referring a client or prospect to our attention. If the opportunity closes, we will pay you a finder's fee on the Insperity TimeStar solution sold. As a registered Referral Partner, you will earn a commission each and every time we help one of your clients improve its timekeeping solution.

Insperity TimeStar can give your organization the edge every business needs in today's competitive marketplace. By utilizing our workforce management solutions experts, you can remain focused on your core business activities, while we focus on the timekeeping needs of the client.

### **Level II: Sales Partner**

For organizations that are interested in playing a more integral part in the sales process, we offer the Sales Partner Program.

When a registered Sales Partner has identified an opportunity where an Insperity TimeStar solution is a likely fit, contact us and, in conjunction with your product and service offerings, we will:

- Perform an in-depth needs analysis
- Help to further qualify opportunities
- Build ROI justification
- Work as an extension of your sales force
- Work with you to present a fully integrated seamless solution
- Perform customized demonstrations at your side
- Join you for on-site client visits and sales calls
- Create customized proposals in conjunction with your offerings

## *With Insperity Time and Attendance:*

- Your clients will benefit
- Your business will benefit
- Your bottom line will benefit