

REFER A FRIEND PROGRAM

Your **free membership** is only a few steps away by referring your friends!

As a valued member, we'd like to invite you to bring your **reliable, experienced and active partners** among us and become a part of our Refer a Friend Program! By referring an agent you feel would benefit from our network, you have the opportunity to **get discount** per successfully signed up referred agent for next renewal period.

For each referral you provide that becomes member of Overseas Project Cargo Association (OPCA) upon completion of membership requirements, you will get a **usd 250 discount** for next membership renewal fee. Members who recommend other qualified freight forwarding agents as candidates to OPCA will obtain usd 250 discount on their next membership renewal fee for every successful candidate. By referring five partners to OPCA within a membership period, members can earn a total **usd 1250 discount** for their next membership renewal!

GET DISCOUNT

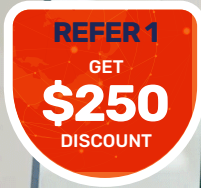
\$1250

**WIN FREE
MEMBERSHIP!**



GOLDEN RULE

ELIGIBLE REFERRALS ARE COMPANIES THAT ARE NOT CURRENTLY, AND HAVE NEVER PREVIOUSLY BEEN, A MEMBER OF OVERSEAS PROJECT CARGO ASSOCIATION (OPCA) AND/OR ANY OTHER ASSOCIATION OF INO NETWORKS GROUP.



HOW IT WORKS?

- Tell your partners about OPCA
- Your partners become our members
- You get **usd 250 discount** per member

For those wishing to participate and get benefit from Refer A Friend Program please pay attention to below points and criteria:

- Candidate company must complete membership requirements properly in a timely manner.
- You must have commercial relationship with recommended agent in a reasonable time.
- Candidate company should not be blacklisted in any debt recovery agency website.
- Candidate company must have at least six years existence in freight forwarding industry.
- Candidate company must have a website and corporate email address.
- Prior to recommend an agent, please ask management for the vacancies available in our network.

**REFER A FRIEND PROGRAM
LEADS US TO HAVE EXPERIENCED,
RELIABLE AND PRODUCTIVE
MEMBERS!**

Terms and Conditions:

- Cash payment is not available in Refer a Friend program.
- Maximum five referrals are accepted in a membership period (12 months).
- A member cannot recommend its own branch, overseas or sister offices as candidate.
- Current members' branch or overseas offices are not counted as candidate.
- If an agent already recommended by another member, it is not counted as candidate.
- Eligible referrals must be from companies located outside the referring member's home country.
- More than five referrals in a membership period (12 months) are not transferred to next membership period and discount is not available.
- Usd 250 discount on membership renewal is applicable if a recommended agent becomes the member of OPCA.
- Discount is available if referred agent becomes a member in referrer's membership period.
- Referrer cannot get benefit from Refer a Friend Program in case of membership termination or not renewing membership.

FREQUENTLY ASKED QUESTIONS

1

What is Refer a Friend Program?

The Refer a Friend Program is a systematic way to expand our network's coverage by recommendation of our current members. It is the program which is prepared to bring strong, active and well-known agents to our members from all over the world. Members encourage their experienced and reliable partners to join our network.

2

What are the benefits and advantages of Refer a Friend Program?

There are tangible benefits for you and your partners. You obtain discount from next membership renewal fee per successfully signed up referred agent. It provides advantages for all members since Refer a Friend Program leads to bring tried, tested and trusted agents to our network.

3

Why should I join Refer a Friend Program?

You should join Refer a Friend Program to get benefit for yourself, provide benefit to your partners and contribute to the success of all other members. You obtain discounts and free membership renewal as a result, your partners get membership in a reputable network and all other members gain good partners. You lead all parties to win and we are sure that you can do that for the ultimate success.

4

Why should I recommend my partners?

Referrals are trustworthy because they come from someone you know, such as a friend, partners, colleagues or family members. You trust these people to not lead you astray and put you into trouble. If they recommend a partner or service to you, it is because they have had a good experience and enjoy the service or cooperation. As part of this great family, all parties need to do their parts to create a secure business environment.

5

How can I join Refer a Friend Program?

Simply tell your partners about the OPCA, encourage them to join us, pay attention to Refer a Friend Program's criteria, terms and conditions. Remind that it is always better to take confirmation from network management for available vacancies in a country prior to invite your partners to our network.

6

How can I get benefit from Refer a Friend Program?

You can get benefit from Refer a Friend Program per successfully signed up referred agent. If you want to refer a friend or a partner, you need to make it at least 60 days prior to your membership expiry date. Kindly be informed that an average membership process takes about one month.

First, applicant company is required to fulfill membership requirements. Secondly, application becomes ready for the evaluation of the management. Additional documents or information may also be requested by network management. Also, your membership renewal payment notice is issued two months prior to your membership expiry date which means that it enters into our accounting system in advance. Considering completion of membership process and accounting issues, you need to take proper action to get benefit from Refer a Friend Program in a timely manner. If your referral becomes a member after your payment notice is issued, your discount is not applicable for your upcoming renewal invoice.

**Please note that this Refer a Friend Program is subject to change by the discretion of network management.*