



Referral



Policy



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# Referral Policy

As a services provider, the quality of our work echoes through the comments of our customers.

Knowing that recommendations for our services are passed on to friends, employers, or loved ones, we are flattered when you do.

We created the Referral Policy to find a way to give back to our most loyal customers by rewarding points that can be exchanged for free volume or discounts to be used when it is time for your next move.

1 referral = **1 point**

1 point = **1 free cubic meter** for a local removal\* or equivalent amount as discount for a domestic or international move.

\*average price of 1 cubic meter for a local move ~ RMB200.

# What are the Rules?

- The referrer can use his/her points for a local, domestic or international removal from points accumulated;
- The referrer can use his/her points for a local, domestic or international removal from points accumulated;  
Your SAE Asia contact person should be informed at the latest at the time of the inquiry, that the inquiry is a result of a referral;
- Either the final customer or the referrer must inform us that the inquiry originates from a referral;
- A referral should clearly indicate who the 2 parties are without any possible confusion: full name of the referrer and full name of the final customer;
- A Referral Policy Account will automatically be opened for a referrer and credited according to the points system described above;
- The Referral Policy Account of a referrer will be credited only if the referred final customer has confirmed SAE Asia as his/her moving company and only after full payment for the provided service has been received;
- If one final customer receives recommendations from different referrers, all the referrers will be credited for the same referral;





## What are the Rules? *continued*

- A referrer can use the points he/she accumulated without any restriction or constraint of time or amount;
- In the event where the referrer would have accumulated more points than he/she needs to cover his/her full removal, the remaining points will be kept in the referrer's account until another possible future move arises;
- Referral Policy Points cannot be transferred;
- Referral Policy Points cannot be sold;
- Referral Policy Points can only be used by the referrer who accumulated them and can only be used for the purpose of a removal with SAE Asia (additional services such as insurance or storage not included);
- Family members of a referrer can benefit from the points accumulated by the referrer ("family members" = father, mother, children living under the same roof);
- Customers living under the same roof cannot refer each other;
- If the referral is a corporate introduction, all the removals performed for that corporate during a period of 12 months following the first removal will generate points for the referrer.



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