 Steve Beagleman at SMB Franchise Advisors will pay $16,250 for any company referred to SMB that results in a client.  If the referral becomes a client with SMB, Steve will refer that client back to Pinnacle when they are ready to launch.

These referral fees will be handled exactly like a commission from a Zor Partner.  Steve will let us know when a client has signed and we will invoice SMB for the $16,250.  FranNet will retain the appropriate royalty split and forward the balance to the office owner.