

Clean up and Cash Out



Coffee is for Closers—and so are extra payouts!
Clean up your existing pipeline and add some new deals for the opportunity to get extra payouts in Q1.

Terms and Conditions

GoTo, on behalf of itself and its affiliates (“GoTo”), and subject to the terms of your Authorized Agent or Master Agent Agreement, wants to incentivize additional sales production from you through additional bonus compensation.

Promotion

All current GoTo Partners who close a deal of qualified products within the Promotion Period will be eligible for payout during the Promotion Period as follows:

Payouts	Deals Currently in Funnel as of January 1, 2023	Net New Deals as of January 1, 2023
ARR <\$2K	\$250	\$500
ARR >\$2K	\$500	\$1,000

*Payouts and ARR in USD.

How to Qualify

Deals must be both registered via Partner Exchange and closed within the Promotion Period. Closed deals must have a minimum 2-year term and minimum 10 subscriptions (seats) to qualify for any payout. Qualifying products are GoTo Connect, GoTo Resolve, GoTo Contact Center and Essentials Bundle. (Nice InContact Contact Center products are not eligible).

Other terms and conditions

Promotion Period. The Promotion Period begins January 1, 2023 and runs through March 31, 2023. To count a deal within the Promotion Period, the customer must have signed a contract with GoTo before midnight on the last day of the Promotion Period. GoTo reserves the right to reduce the duration of the Promotion Period on no less than 14 calendar days’ advance notice. Deals must close within specific quarter to qualify. Net-new sales only. No renewals, add-ons or deals with opt-out extension clauses will qualify.

No Combination. Except for GoTo’s promotional Q1 multiplier program, this offer cannot be combined with any other promotions or discounts.

Payment & Taxes. Payment of any incentives will be made within 45 days of the end of the Promotion Period after data has been reviewed and validated. You are responsible for all tax reporting and payment associated with the incentives. GoTo reserves the right to refuse/withhold payment on any opportunity that does not meet the intended criteria or intent of the promotion. Payments will be made at the direct partner level and are expected to be passed on to sub-agents where applicable. There is no cash substitute value for non-cash awards.

Chargebacks.GoTo may apply chargebacks for any deals (1) not installed (or adequately progressing toward installation in GoTo’s judgment) within 90 days of customer signature, or (2) canceled before the customer’s first payment for services. For the purposes of this program, the “chargeback” amount is equal to the cash equivalent of the incentive provided (including taxes and shipping). This is in addition to any other chargebacks that may apply under your Authorized Agent or Master Agent Agreement with GoTo.

Relationship to Agreement. Incentives provided under this incentive program are in addition to, and will be paid separately from, standard commissions calculated under the Authorized Agent or Master Agent Agreement you have executed with GoTo.

GoTo reserves the right to change, edit or amend the details and/or terms and conditions of any incentive at any time.