

Ryntek.AI Partner Onboarding Guide

For Sales Partners and Referral Partners
Applicable to Australia and International Partners

Welcome to Ryntek.AI

Congratulations. You are now part of Ryntek.AI's global partner network. This guide serves as your definitive resource for understanding your role, responsibilities, commission structures, legal obligations, operational workflows, tools, and best practices.

Ryntek.AI provides AI-powered automation solutions, including voice AI agents, marketing automation systems, and client engagement platforms. Our partners are instrumental in expanding our reach globally and delivering consistent, high-quality service to our clients.

Purpose of This Guide

This document ensures that all partners, whether local or international, operate consistently, ethically, and in alignment with Ryntek.AI's quality standards and brand expectations. It serves as the foundation for onboarding, training, compliance, and operational reference.

All partners are considered independent contractors and are responsible for managing their own business operations, including taxes, insurance, and other legal obligations in their jurisdiction.

About Ryntek.AI Solutions

Ryntek.AI offers a suite of AI-powered solutions that are designed to streamline business operations, automate client engagement, and deliver measurable results. Our key solutions include:

- **IGNITE:** Marketing automation and client engagement platform
- **FLOW:** AI-driven workflow optimization and task automation
- **SCALE:** Growth-focused analytics and lead nurturing systems
- **INFINITY:** Enterprise-level AI voice agent and client interaction management



Additional solutions and custom add-ons may be offered, subject to written approval from Ryntek.AI. Partners must ensure that no custom or unlisted solution is pitched to a client without prior approval.

For detailed product specifications, refer to the **Ryntek.AI Solutions Catalogue**, which provides pricing, features, and use case examples.

1. Partner Roles and Responsibilities

Referral Partner

Responsibilities

Referral Partners are responsible for identifying potential clients, educating them about Ryntek.AI solutions to generate interest, and submitting referrals via the Referral Submission Form. Commissions are earned on approved referrals that convert into fully paid clients.

Restrictions

Referral Partners may educate clients and generate interest but cannot negotiate pricing, make promises, or close deals. All custom or unlisted solutions must be submitted to Ryntek.AI for written approval before discussion or submission. Referral Partners must comply with all non-compete, confidentiality, and intellectual property obligations.

Sales Partner

Responsibilities

Sales Partners actively pitch, present, and negotiate Ryntek.AI solutions, including tailored proposals. Commissions are earned on approved deals following client payment.

Restrictions

All Sale Prices and deal structures require prior approval from Ryntek.AI. Sales Partners may not make commitments beyond approved services. All custom or unlisted solutions require written approval before presentation. Sales Partners must strictly adhere to non-compete, confidentiality, and intellectual property obligations.

Note

All partners are independent contractors and are fully responsible for their own taxes, insurance, and business expenses.

2. Getting Started Checklist

1. Review and sign the Partner Agreement.
2. Join the Ryntek.AI Partner WhatsApp Group for updates, guidance, and support.



3. Access all approved marketing materials, logos, product sheets, and templates.
 4. Referral Partners begin identifying potential clients and submitting referrals through the Referral Submission Form.
 5. Sales Partners schedule their first client pitch and submit deal proposals for Ryntek.AI approval.
 6. Familiarize yourself with workflows, commission structures, tools, and policies detailed in this guide.
 7. Ensure all custom or unlisted solutions are submitted for written approval before discussing them with clients.
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3. Referral and Sales Processes

Referral Partner Workflow

1. Identify potential clients who may benefit from Ryntek.AI solutions.
2. Educate clients on services to generate interest without negotiating pricing or making promises.
3. Submit client details through the Referral Submission Form including client name, business, contact information, and service inquiry type.
4. Submit any custom or unlisted solutions for written approval from Ryntek.AI prior to client discussion.
5. Ryntek.AI reviews referrals for completeness and eligibility. Only approved referrals that convert to fully paid clients qualify for commission.
6. Receive commission calculated on the first installation or setup payment once the sale is finalized.

Sales Partner Workflow

1. Identify potential clients who may benefit from Ryntek.AI solutions.
2. Pitch solutions using approved materials and scripts.
3. Submit deal proposals to Ryntek.AI for review and approval.
4. Projects over one thousand dollars or involving custom automation, integrations, or unlisted solutions require written approval.



5. Upon approval, confirm with the client and commence project implementation.
6. Ryntek.AI manages invoicing, payment collection, and ongoing support.
7. Receive commission on the first installation or setup payment once the client has paid in full.

Tip: Using numbered workflows or visual flowcharts is strongly recommended to reduce mistakes and streamline your process.

4. Commission Structure

Referral Partner Commissions

Deal Type	Sale Value	Commission on Profit	Example Calculation
Small Project	Less than 250	25 percent	Sale 250 minus Base 50 equals Profit 200 equals Commission 50
Mid Project	250 to 500	20 percent	Sale 500 minus Base 150 equals Profit 350 equals Commission 70
Large Project	More than 500	15 percent	Sale 5000 minus Base 500 equals Profit 4500 equals Commission 675

Sales Partner Commissions

Deal Type	Sale Value	Commission on Profit	Example Calculation
Small Project	Less than 500	35 percent	Sale 500 minus Base 150 equals Profit 350 equals Commission 122.50

Mid Project	500 to 1000	30 percent	Sale 1000 minus Base 250 equals Profit 750 equals Commission 225
Large Project	More than 1000	20 percent	Sale 5000 minus Base 500 equals Profit 4500 equals Commission 900

Notes:

- Commissions apply only to the first installation or setup payment. Maintenance or subscription fees are excluded.
- Commissions are payable within ten business days of full client payment.
- Ryntek.AI reserves the right to adjust or reject deals that do not meet pricing, operational, or quality standards.

5. Partner Responsibilities and Best Practices

- Always use approved Ryntek.AI materials and branding.
- Maintain professional and ethical communication with all clients.
- Keep detailed records of all referrals and deals for tracking purposes.
- Submit any custom or unlisted solutions to Ryntek.AI for written approval before pitching.
- Follow non-compete, confidentiality, and intellectual property obligations strictly.
- Provide accurate and complete information on all submissions.
- Respond promptly to any client or Ryntek.AI inquiries.

6. Tools and Resources

- Referral Submission Form: <https://www.ryntekai.com/partner-resources>
- Sales Proposal Form: <https://www.ryntekai.com/partner-resources>



- Marketing Assets and Templates: <https://www.ryntekai.com/partner-resources>
- Partner Support WhatsApp Group:
<https://chat.whatsapp.com/GxilhnoWzPm3EutlOodacC>
- Contact Email: info@ryntekai.com

Optional: Include screenshots or annotated guides for clarity.

7. Frequently Asked Questions

1. **Can Referral Partners pitch to clients**
Referral Partners may educate and generate interest but cannot negotiate pricing, make promises, or close deals.
 2. **Can Sales Partners negotiate pricing**
Yes, only with prior written approval from Ryntek.AI.
 3. **Do commissions apply to maintenance or subscription fees**
No, only the first installation or setup payment counts.
 4. **Can I refer clients internationally**
Yes, all referrals qualify globally under the same terms.
 5. **How do I track commissions**
Ryntek.AI will notify you via email once a referral or sale is approved and paid.
 6. **What happens if a client cancels or refuses a deal**
No commission is payable if the client does not fully pay.
 7. **What counts as an approved referral or sale**
Only clients verified by Ryntek.AI who complete payment.
 8. **How are disputes handled internationally**
Initially through good-faith negotiation followed by online mediation or arbitration under Western Australian law.
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8. Glossary of Key Terms

- Base Price or Expense Value: Minimum cost to cover operations, testing, and setup.
- Sale Price: Price agreed with the client and approved by Ryntek.AI.
- Profit: Sale Price minus Base Price.



- Approved Referral or Deal: Verified by Ryntek.AI as meeting quality and payment criteria.
 - First Installation or Setup Payment: The initial payment used to calculate commission.
 - Maintenance or Retainer Fees: Recurring fees not included in commission calculations.
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9. Compliance and Legal Summary

Independent Contractor Status

All partners are independent contractors and not employees or agents of Ryntek.AI. Partners are fully responsible for taxes, insurance, and other obligations in their jurisdiction.

Non-Compete Rules

Referral Partners: For twelve months following the termination of partnership, partners may not promote, sell, or represent competing AI automation or voice-agent solutions globally.

Sales Partners: For clients personally introduced to Ryntek.AI, partners may not sell or promote competing solutions. Sales Partners may engage with other clients they did not refer.

Confidentiality and Intellectual Property

Partners may not share Ryntek.AI systems, pricing, client information, or marketing materials outside of approved partnership activities. All intellectual property created or owned by Ryntek.AI remains company property.

Client Ownership

All clients referred or sold remain Ryntek.AI clients for ongoing services. Partners may not negotiate or modify services independently.

Termination

Either party may terminate with written notice. Pending commissions for approved deals or referrals will be honored. Partners must immediately stop representing themselves as affiliated with Ryntek.AI.

Tax and Global Compliance

Partners are responsible for all local tax obligations. Ryntek.AI does not withhold taxes for international partners.

10. Motivational Examples

- Mid-level referral project: Sale 300, Base 250, Profit 50, Commission 10 to 15.



- Large sales project: Sale 1500, Base 1000, Profit 500, Commission 100.

Partners who actively submit multiple referrals or close multiple sales can earn hundreds or thousands of dollars per month. Tracking submissions and maintaining client follow-up maximizes earning potential.

11. Visual and Quick Reference

Referral Partner Workflow

Identify Potential Client, Educate, Submit Referral Form, Receive Approval, Client Converts, Receive Commission

Sales Partner Workflow

Identify Client, Pitch and Present, Submit Proposal, Receive Approval, Confirm Client, Deliver Project, Receive Commission

Commission Tables

Color-code Small, Mid, and Large tiers for quick reference. Include examples of Profit and Commission calculations.

Responsibilities Checklist

Use only approved materials, maintain accurate records, comply with legal and IP rules, submit custom solutions for approval, respond promptly to all inquiries.

Glossary of Key Terms

Base Price, Sale Price, Profit, Approved Referral or Deal, First Payment, Maintenance or Retainer