

# EDIT HYBRID FITNESS

## Referral Policy

### Referral Program Overview

When a current member refers a new member to Edit Hybrid Fitness, both the **referrer** and **the referee** are eligible for exclusive benefits, which can be in the form of **membership extensions or discounts**.

### Discount and Extension Structure

The benefits depend on the type of membership plan chosen by the referee (the new member). The table below outlines the applicable discounts and membership extensions for both the referee and the referrer.

Referee's Plan	Referee's Benefit	Referrer's Benefit
Monthly	No Discount/ No Extension	No Discount / No Extension
Quarterly	10 Days Extension or ₹1000 Discount	15 Days Extension or ₹1500 Discount
Half-Yearly	20 Days Extension or ₹2000 Discount	30 Days Extension or ₹3000 Discount
Annual	30 Days Extension or ₹3000 Discount	45 Days Extension or ₹4500 Discount

### Conditions for Eligibility

#### 1. Minimum Plan Requirement:

- The new member (referee) must sign up for a quarterly plan or higher for both the referee and the referrer to be eligible for benefits. The referrer should also be in a quarterly package or higher.

- No benefits are provided for referrals where the new member signs up for a monthly plan.

## **2. Entry of Referrer's Details:**

- The referee must enter the referrer's name and phone number in the client registration form to ensure eligibility for benefits.
- If this information is not provided at the time of sign-up, no benefits will be granted to either the referee or the referrer.

## **3. Benefit Accumulation:**

- The referrer can receive benefits for every successful referral.
- Benefits (discounts or extensions) can be accumulated without any limit.
- Accumulated benefits can be applied during the referrer's next renewal, as per the usage limits specified below.

## **4. Benefit Usage for Referrers:**

- Referrers can use the accumulated benefits (extensions or discounts) during their next renewal. However, the maximum utilization is as follows:
- Quarterly Plan Renewal: Maximum 45 days extension or ₹4500 discount.
- Half-Yearly Plan Renewal: Maximum 90 days extension or ₹9000 discount.
- Annual Plan Renewal: Maximum 120 days extension or ₹12000 discount.
- If the accumulated benefit exceeds the limits mentioned above, the balance will be carried forward for future renewals.

## **5. No Cash Payments:**

- Edit Hybrid Fitness does not provide cash payments for accumulated benefits.
- Referrers can only avail of discounts or membership extensions at the time of their next renewal.

## Examples of Referral Benefits

Example 1:

Referee's Plan: Quarterly

Referee's Benefit: 10 days membership extension or ₹1000 discount (applied immediately)

Referrer's Benefit: 15 days membership extension or ₹1500 discount (accumulated for the next renewal)

Example 2:

Referee's Plan: Half-Yearly

Referee's Benefit: 20 days membership extension or ₹2000 discount (applied immediately)

Referrer's Benefit: 30 days membership extension or ₹3000 discount (accumulated for the next renewal)

Example 3:

Referee's Plan: Annual

Referee's Benefit: 30 days membership extension or ₹3000 discount (applied immediately)

Referrer's Benefit: 45 days membership extension or ₹4500 discount (accumulated for the next renewal)

Example 4 (Multiple Referrals):

The referrer successfully refers 3 new members as follows:

Member 1: Quarterly plan → Referrer gets 15 days extension or ₹1500 discount.

Member 2: Half-yearly plan → Referrer gets 30 days extension or ₹3000 discount.

Member 3: Annual plan → Referrer gets 45 days extension or ₹4500 discount.

Total Benefits for the Referrer:

Total extension = 15 + 30 + 45 = 90 days

Total discount = ₹1500 + ₹3000 + ₹4500 = ₹9000

If the referrer renews a quarterly plan, they can apply a maximum of 45 days extension or ₹4500 discount, and the remaining benefits (45 days or ₹4500) will carry over to the next renewal.