

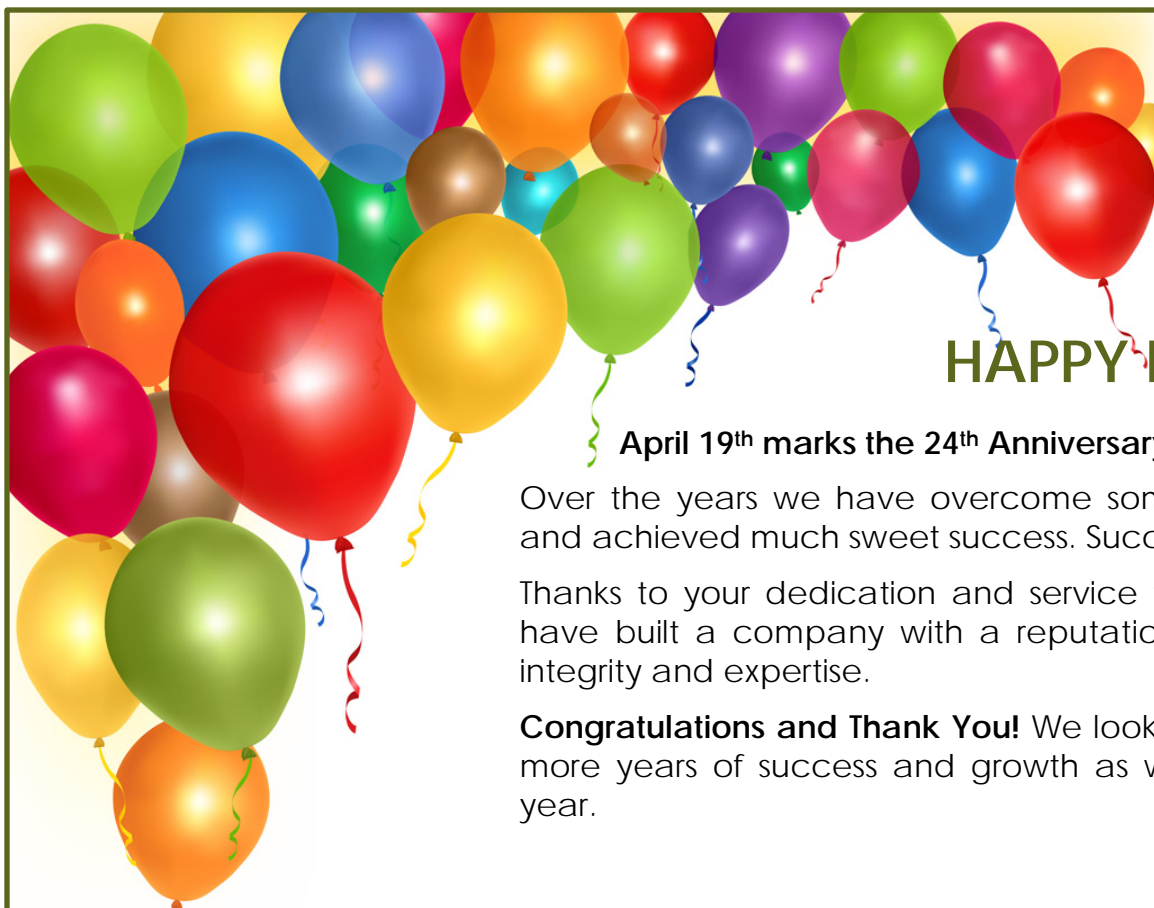
The Consultant

QED National's E-newsletter



www.QEDNATIONAL.com

Spring 2017



HAPPY BIRTHDAY!

April 19th marks the 24th Anniversary of QED National.

Over the years we have overcome some sour obstacles and achieved much sweet success. Success is better!

Thanks to your dedication and service to our clients, we have built a company with a reputation for excellence, integrity and expertise.

Congratulations and Thank You! We look forward to many more years of success and growth as we begin our 25th year.

24 Years Ago - TECHNOLOGY IN 1993

- Fifty World Wide Web servers are known to exist as of January 1993.
- The Open Group is granted a trademark for UNIX.
- Microsoft releases Windows NT, Microsoft Office 4.0 and MS-DOS 6.0.
- The first live streaming was done by the band *Severe Tire Damage* on June 24, 1993. The event was seen live in Australia and other locations over the Internet.
- The PowerPC processor, developed by IBM, Motorola, and Apple is introduced and later included in the Power Mac.
- The first webcam connects to the Internet in November of 1993.
- Under President Bill Clinton, the White House goes online, starting the .gov and .org domains. People can now email the President, Vice President, and First Lady.



QED National Consultant Networking Event

QED National consultants and staff enjoyed the opportunity to kick back and mingle at our **Spring 2017 Consultant Networking Event** on April 18th. Special guest speakers included David Silberstein, author of *Just Drop It!*, First Vice President and Financial Advisor Horace M. Barker of Morgan Stanley Wealth Management, and David H. Weiss, Esq. of Matthew J. Nolfo & Associates. Mr. Silberstein engaged us in an exercise to "drop" superfluous words in order to communicate more effectively. Mr. Barker and Mr. Weiss shared their expertise on fundamental financial planning strategies such as retirement readiness, setting retirement goals, estate planning, advance directives and more. This is valuable information we can all use for future planning. Please let us know what you thought of the presentations as well as topics you would like to see featured in the future by emailing us at info@qednational.com.



Two New Incentives Can Put Money in Your Pocket

As announced at our Consulting Networking Event last week, we have implemented two (2) pilot incentive programs in which QED National Consultants have an opportunity to submit up to three (3) candidates and 3 client referrals, and earn an incentive award for each successful placement or lead. **The submission period for the Pilot Programs is from May 1, 2017 to July 31, 2017.**

A. Candidate Referral Pilot Incentive Program

QED National takes great pride in its recruitment process and is always looking for highly qualified candidates for our clients. You, our Consultants, are one of the best sources for identifying potential candidates. You can receive a **\$200 gift card** if a referral results in a successful hire, pursuant to the program guidelines below:

How Does the Program Work? How Can I Participate?

1. **Opt into the Candidate Referral Pilot Incentive Program by sending an email from your personal email account to referrals@qednational.com.** You may opt out at any time.
2. You will receive notifications via email from referrals@qednational.com highlighting the opportunities available for referral.
3. Referrals must be submitted using the [Candidate Referral Form](#) and accompanied by a resume within the timeframe requested. A maximum of 3 candidate referrals per Consultant will be accepted during the pilot.
4. If your candidate is hired for the position submitted, you will receive a notification.* Only candidates who meet the essential qualifications for the position will be contacted by a recruiter. All information regarding the pre-employment and hiring processes will remain strictly confidential between the candidate and QED National.
5. In the event the same candidate is referred by more than one consultant, the date of the earliest referral will govern.
6. The \$200 incentive (gift card) will be distributed on the 15th of the month following the candidate's completion of 3 months of continuous service. You must be an active QED National consultant at the time the incentive is awarded.

*Note you may be disqualified from the program if you contact QED National or the client regarding the status of your candidate, or if you divert from the submission guidelines outlined above.

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B. Client Referral Pilot Incentive Program

Eligibility Guidelines

1. Referral must be to a new client, with whom QED National does not already have an existing relationship.
2. The referral contact must be a senior stakeholder, such as hiring manager, VP/Director of IT, information security officer, etc., from a public or private entity. A maximum of 3 client referrals per Consultant will be accepted during the pilot.
3. Only referrals where a successful introductory meeting takes place with the stakeholder will qualify for the incentive.

Submission Guidelines

1. Referrals must be submitted using the [Client Referral Form](#). A maximum of 3 client referrals per Consultant will be accepted during the pilot.
2. Sales will contact you if the referral is valid for the incentive, whereupon you must schedule and make the initial phone/meeting introduction. You are not expected to remain on the call/meeting once the introduction is made (no more than 5 minutes).

Incentive Payout

The \$50 incentive (gift card) will be distributed thirty (30) days after the introductory meeting has taken place. You must be an active QED National consultant at the time the incentive is awarded.

Please feel free to contact Corporate Services with any general inquiries regarding these pilot programs.

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