



Driver Referral Program

8/17/2020

Driver Referral Program (DRP)

Joi Delivers offers its Drivers a unique opportunity to participate in the Driver Referral Program (DRP). By doing so, they can refer other Drivers to Joi Delivers and earn an override commission on any deliveries they provide.

The Drivers you refer must have an existing relationship with you (i.e., friends and family, or know you personally). Joi Delivers does not allow “cold” recruiting of Drivers.

You are considered “Active” after you have performed your first delivery as a Driver.

In order to be considered “Qualified” for receiving DRP commissions, you must average at least ten (10) deliveries per week over last four (4) weeks (or as many weeks as you’ve been Active if fewer than four (4)).

All DRP commissions are determined based on the qualifications met at the end of each week (11:59pm PT each Sunday) and are paid on the following Friday.

Each Joi Delivers delivery is assigned a Commission Value (CV). The delivery’s CV depends on a number of factors (time of day, geographic start and destination, tolls, duration, ...). Most deliveries carry a CV between \$1.00 and \$2.00. You will receive a 10% commission as a Qualified Driver on all of your personal referrals’ deliveries they provide:

Examples:

You are a Qualified Driver. One of the Drivers you referred makes a few deliveries in a week with the CV of those deliveries totaling \$14.60. You will be paid a 10% DRP commission on that Driver’s deliveries in the amount of \$1.46.

You are a Qualified Driver. You have referred several Drivers who each provide deliveries several dozen times a week. In one week your personal referrals’ total number of deliveries equals 300. The CV for all of those deliveries happens to total \$425.00. You will be paid a 10% DRP commission on the Drivers’ deliveries in the amount of \$42.50.

In addition to DRP commissions on the CV of the deliveries that your *personal* referrals drive for, if those Drivers you referred also refer others, you also earn an override commission on *their* deliveries (through three (3) levels of referrals, your own referral level plus two more).

Driver Referral Program (DRP) Commissions	
Referral Level	Commissions Paid (% each delivery’s CV)
Personal Driver Referrals (Personal Level)	10%
Level 2	5%
Level 3	10%

The number of referrals you introduce to Joi Delivers is entirely up to you. You may even choose to drive for Joi Delivers and not in fact participate in the Driver Referral Program. If you do choose to refer others to Joi Delivers, below are some examples of how your DRP commissions would be paid in a given week with the hypothetical criteria given:

Driver Referral Levels Hypothetical Possibility #1 *							
# Drivers Referred per Driver:		5					
# Deliveries per Driver per Week:		20					
Avg. CV per Delivery:		\$1.00					
Referral Level	# Drivers	Deliveries per Driver per Week	Total Deliveries	Avg. CV / Delivery	Total CV	%	DRP Comm.
Personal Driver Referrals	5	20	100	\$1.00	\$100.00	10%	\$10.00
2	25	20	500	\$1.00	\$500.00	5%	\$25.00
3	125	20	2,500	\$1.00	\$2,500.00	10%	\$250.00
TOTAL DRP COMMISSION THAT WEEK:							\$285.00

Driver Referral Levels Hypothetical Possibility #2 *							
# Drivers Referred per Driver:		10					
# Deliveries per Driver per Week:		20					
Avg. CV per Delivery:		\$1.00					
Referral Level	# Drivers	Deliveries per Driver per Week	Total Deliveries	Avg. CV / Delivery	Total CV	%	DRP Comm.
Personal Driver Referrals	10	20	200	\$1.00	\$200.00	10%	\$20.00
2	100	20	2,000	\$1.00	\$2,000.00	5%	\$100.00
3	1,000	20	20,000	\$1.00	\$20,000.00	10%	\$2,000.00
TOTAL DRP COMMISSION THAT WEEK:							\$2,120.00

* NOTE: THE COMMISSION AMOUNTS GIVEN IN THE EXAMPLES ABOVE ARE HYPOTHETICAL AND ARE INTENDED TO EXPLAIN THE ELEMENTS OF THE JOI DELIVERS DRP COMMISSIONS MODEL. THEY ARE NOT INTENDED TO BE REPRESENTATIVE OF THE INCOME, IF ANY, THAT A JOI DELIVERS DRIVER WILL EARN THROUGH HIS OR HER REFERRALS AND DO NOT TAKE INTO ACCOUNT ANY COSTS OR EXPENSES A DRIVER INCURS IN CONNECTION WITH THE DRIVER'S SERVICES. THESE FIGURES SHOULD NOT BE CONSIDERED AS GUARANTEES OR PROJECTIONS OF ACTUAL EARNINGS.