

IntraPac India Referral discount policy

The purpose of the referral program is to encourage exhibitors to refer other businesses, and self-referrals would not align with this intention. Therefore, referral discount is only for those “**participants**” who will encourage other companies to participate in IntraPac India.

1. Referral discount is only for the existing participants.:

If an existing participant brings another participant to IntraPac India Exhibition, then only the existing participant will be allowed to get the discount. To claim the discount, participants have to submit a confirmation letter from the new participant. Two claims on a single company will not be accepted.

2. To claim the Referral discount:

Participants must email IPAMA to confirm their references before the referred company confirms their participation. After the company has participated, past references will not be accepted.

3. Minimum area to claim the discount:

The discount will be restricted to a limited number of referrals per exhibitor like Max 5. This means that an exhibitor can only avail the referral discount for 5 companies as referrals, and any additional referrals beyond this limit will not qualify for the discount or subject to the approval of the committee.

4. Restriction on GC Member References:

To avoid any conflicts of interest, it is proposed that a GC (Governing Council) member cannot claim referral discount of another GC Member, as is part of the GC team itself. This policy ensures that referrals are made from external sources, promoting fairness and transparency.

5. Ineligibility for Multiple Exhibitors under One Stand:

Referral discounts will not be allowed if the exhibitors divide the invoicing or have any other similar arrangements. This restriction is in place to prevent any potential misuse of the referral discount program and to ensure that discounts are provided to individual exhibitors rather than a collective group.

**IPAMA reserves the right to accept or reject the discount without assigning any reason.*

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