KNIGHT OPS · Referral Partners

PARTNER INCENTIVE · ONE SHEET

November bonus: an extra 5 points on every licensee you refer.

From November 1 to November 30, 2026, every builder you send to the Knight Ops License Program who submits an application or books their fit call inside the window earns you 5 extra percentage points of commission on top of your normal rate, on the license cash Knight Ops collects from them in their first year.

THE BONUS

+5 points

On top of your normal referral commission. If your rate on a deal is 10%, November licensee referrals pay 15%.

THE WINDOW

Nov 1 to 30

Your referral qualifies when their application or their fit-call booking lands between November 1 and November 30, 2026 (Arizona time).

WHAT IT PAYS ON

Year-one cash

The license cash Knight Ops actually collects from that referral in their first 12 months: the full payment, the down payment, each monthly payment, or the revenue share as it arrives.

How a referral qualifies

STEP	WHAT COUNTS	HOW KNIGHT OPS KNOWS IT WAS YOU
1	They **submit a license application** through your application link, or	Your link records you as the referrer for 30 days, even if they come back later from the same browser.
2	They **book a Licensee Fit Call** through your fit-call link	Same link memory. The call goes to your Knight Ops account manager when they are free.
3	A **warm introduction by email** to your account manager (best of all)	Your account manager tags the referral to you when they reply. Copy both of you on the first email.

YOUR TWO LINKS

Both are in the **Licensing tab of your partner portal**: **Send them to apply** and **Send them to book a fit call**. Each one carries your name. The portal also shows every referral's stage (applied, call booked, accepted, signed, paid, licensed) and the bonus you have earned.

When you get paid

1. **Your referral pays Knight Ops**
   In full, a down payment, a monthly payment or a revenue-share payment. Each one is a separate commission.
2. **The commission is calculated the same day**
   Your normal rate on that payment, plus the 5-point bonus row. Both appear in your portal under Commissions, marked pending.
3. **Paid on the 15th of the following month**
   Through Stripe Connect to your bank. A payment that clears in November pays on December 15; one that clears in March pays on April 15.

Who to refer

Builders who already serve clients and want to deliver custom software under their own brand: agencies, studios, AI consultants, GoHighLevel and marketing agencies moving upmarket, two-to-ten person dev shops, fractional CTOs and COOs, and freelance developers who want to sell outcomes rather than hours. Five or more clients today is the sweet spot. The full guide, with scripts, is **Who to refer, how to refer, what to say** in your portal.

Two rules that protect the bonus. Never say or imply what a licensee will earn, and never suggest Knight Ops supplies clients. The license is software with optional training and support. Describe what the system does; let the fit call do the selling.

Knight Ops, Inc. · knightops.biz/partner-portal · Bonus terms: November 1 to 30, 2026; percentage points added to the partner's commission rate on year-one license cash from qualifying referrals; paid on the normal partner schedule; Knight Ops may end or change a campaign for future referrals with notice; referrals already qualified keep their bonus.