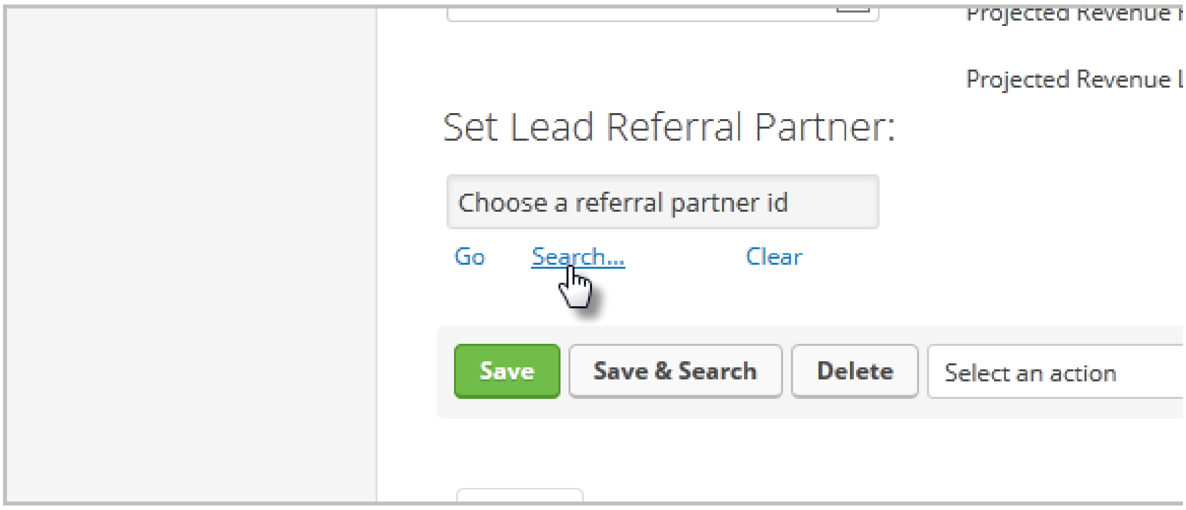
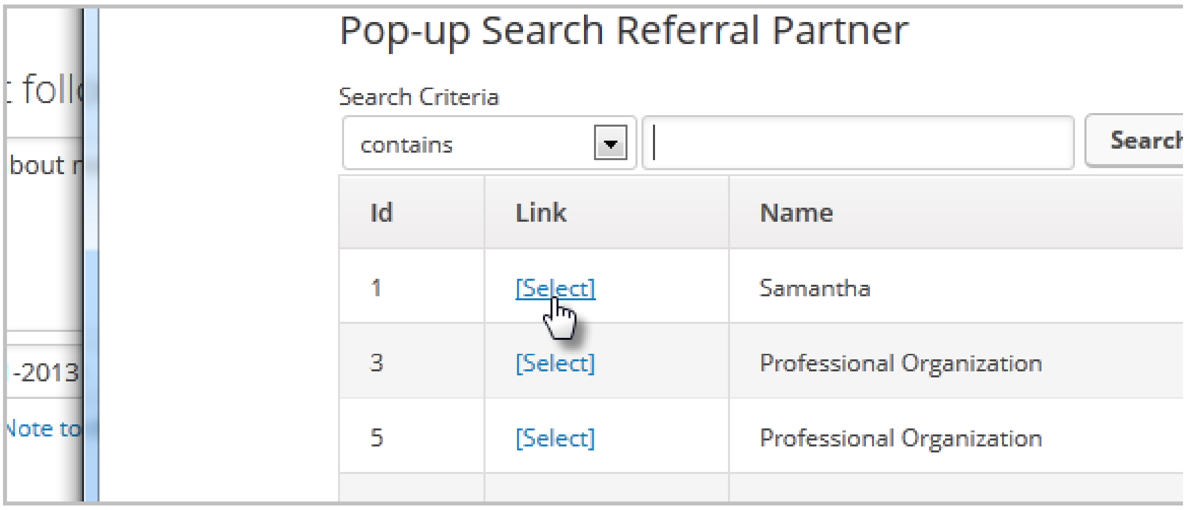
Assign A Referral Partner To An Opportunity

Your company may have a partner program that pays referral partners commission for the leads they send to you. When a partner sends you a lead, you will need to make sure the referral is tracked in your opportunity record so that the affiliate will receive credit for the lead. The commission is calculated when the deal closes and a purchase is made.

1. While viewing an opportunity record, go to the *Set Lead Referral Partner* section and click on **Search**.



2. Search for and select a referral partner to attach to the opportunity.



3. Click on the **Save** button to apply the update.