Points Guide

This guide has been developed to give an overview of how you can earn points in the Australian Xero Partner Program.

Organisation Based Points

**HOW TO EARN POINTS**

- Owning the subscription for a client on Xero.
- Being invited in with the adviser role into your client’s active Xero subscription.

**THINGS TO NOTE**

- You can only receive one point per organisation irrespective of how many staff are invited in.
- You can only get one point from either being invited in or owning the subscription.
- Trial organisations do not count towards points. The organisation must be paying.
- Points will be calculated based on active subscriptions used by a legal entity.

Staff Activity Based Points

**HOW TO EARN POINTS**

- You and your staff getting Xero Certified.
- Attending any Xerocon globally (from AU Xerocon 2014 onwards).
- Attending approved events as specified by Xero (Like the February Roadshow, 2015).

**THINGS TO NOTE**

- Staff points expire after 12 months, from the date of actual event, including Xero certification.
- Certification equates to one point per staff member.
- Xero will always specify what events are approved.
- Up to 50% of your points balance can be from staff-based activity, so you’ll need to have at least the same number of organisation based points for your staff points to count.

All Points

**HOW TO EARN POINTS**

- You and your staff must be listed as a Practice Staff member in Xero Partner Edition for points to be recognised.
- Your business must hold a current Xero Certification to receive status benefits such as margins and free practice software.
- You must add or be invited into at least one client paying subscription for your staff points to be included in your points balance.
- All Business Edition organisations your business owns must be on one billing account to receive margins.
- Business Editions and Cashbooks subscriptions are valid for points only – ledgers do not apply.
- If you’re a Practice Staff member on multiple practices, the Practice Staff member’s points will only be attributed to their primary practice.
- This points scheme may be superseded by Xero at any time effective upon the online posting of modified points scheme (which Xero will use its best endeavours to communicate to the Partner via email or via Xero’s website).

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