

Consultant's Link Premiere Consultant Honor Code

Relationships are the “foundation” and “core” of any successful long term business venture

Successful business relationships depend on the mutual trust, respect, and confidentiality of the individual parties in the relationship. Consultants Link's success and very existence depends upon strong relationships built on the values of mutual respect, trustworthiness, and integrity always being embodied in the minds and the behaviors of its consultants in their relationships towards each other and the business dealings they are engaged in.

Values

- **Trust**
- **Respect**
- **Confidentiality**

Maintaining trust, respect and in all relationships and dealings are core Consultants Link values and paramount for its success. Consultants Link underlying guiding value is the age old adage “treat others as you would like to be treated.”

Principles

1. Consultants need to honor each other
 - a) Consultants need to maintain trust, respect and confidentiality in their relationships and dealings with their consultant associates and peers.
 - 1) Trust, respect and confidentiality are essential elements to successful business relationships. Without them business is irrelevant.
 - 2) **Corollary:** If trust, respect and/or confidentiality are violated business ceases to exist.
 - 3) The reason for Consultants Link existence is the care and nurturing of consultant and business relationships.
2. Consultants need to honor the existing personal and business client relationships of other consultants.
 - a) **Tenet:** The most important and valued business client relationship is the “lead consultant's” personal and business relationship with the existing client, because it is

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the foundation and cornerstone for the development of all future “referred in consultant” business.

- b) A “lead consultant” is the consultant who formed the original business client relationship and introduced the “referred in consultant” into the client relationship.
- c) “Referred in Consultants” should respect and honor the privilege of being introduced by a “lead consultant” into a new business client relationship.
 - 1) During the “existing” project, “referred in consultants” shall respect the “lead consultants” original client relationship. “Existing” means the current project and sequentially affiliated projects.
 - 2) “Referred in consultants” should regularly communicate with “lead consultant” on work in progress to facilitate overall better project management, and to provide current progress reports to the business client.
 - 3) “Referred in consultants” should communicate any sensitive client discussions, actions, deliberations that could harm, tarnish, or undermine the trust, respect, or confidentiality of the “lead consultant’s” existing client relationship.
 - 4) “Referred in consultants” should avoid offering services that are in competition or in any manner undermine the lead consultants services and relationships. If referred in consultant services could be perceived to be competitive to the “lead consultant”, the “referred in consultant” should discuss the reasons and value of offering those services with the “lead consultant” before offering them to the existing client.

Consultant Name

Date

Consultant Signature

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