

# Internal Legal Rules for Sales

## Purpose

This document defines **non-negotiable rules** for handling legal agreements.

These rules exist to:

- Protect the company
- Protect sales commissions
- Enable fast onboarding without legal chaos

## Approved Legal Flow

Sales reps **may**:

- Use the **standard DentalScan Pilot Agreement**
- Complete Schedule A
- Send the onboarding intake form
- Collect client signatures

Sales reps **may not**:

- Edit contract language
- Add custom clauses
- Agree to redlines
- Promise legal changes
- Modify compliance language

## No Custom Legal Rule (Absolute)

**DentalScan does not offer custom legal agreements for pilots.**

If a client requests:

- contract changes
- legal revisions
- custom indemnities
- jurisdiction changes

You must respond:

“We use a standard pilot agreement for all deployments.”

Escalation requires executive approval.

## Why This Rule Exists

- Custom legal delays deals
- Custom legal creates liability
- Custom legal kills momentum

Pilots are **evaluation programs**, not enterprise MSAs.

## Enforcement

Violating this policy may result in:

- delayed onboarding
- commission disputes
- deal cancellation

This rule protects **everyone**.

## Final Reminder

Sales closes deals.

Legal protects scale.

Standardization wins.