

Theoretical Commission Chart

Three types of Agents

What type of Agent will you be?

Casual Agent

	Year 1 Sales	Year 2 Sales	Year 3 Sales
New Sales	26	42	52
Commission	\$1,170.00	\$1,890.00	\$2,340.00
No. of Renewals	0	21	51
Trail Commission	\$0.00	\$220.43	\$535.32
GROSS INCOME	\$1,170.00	\$2,110.43	\$2,875.32

Motivated

	Year 1 Sales	Year 2 Sales	Year 3 Sales
New Sales	68	185	325
Commission	\$1,170.00	\$8,325.00	\$14,625.00
No. of Renewals	0	55	192
Trail Commission	\$0.00	\$577.31	\$2,015.33
GROSS INCOME	\$1,170.00	\$8,902.31	\$16,640.33

Focused

	Year 1 Sales	Year 2 Sales	Year 3 Sales
New Sales	450	1000	1450
Commission	\$1,170.00	\$45,000.00	\$65,250.00
No. of Renewals	0	360	1088
Trail Commission	\$0.00	\$3,778.74	\$11,420.19
GROSS INCOME	\$1,170.00	\$48,778.74	\$76,670.19

New Sale is the successful signing of a new purchase of our software

Commission is based on an individual New Sale and paid \$45 per sale

Renewals have been conservatively modeled at 80% of previous year New Sales PLUS 80% of previous year Renewals

Trail Commissions are paid on Renewals at a 7% rate of the \$149.95 annual fee