



The following agreement between _____ (Rep), and Streamline Energy (Streamline) is made this _____. First Tier Sales Training Program: \$2000 monthly draw: 30 day training session draw is monthly recurring as long as the following requirements are met and will adjust up accordingly as you progress thru the training certifications as listed below.

First Tier: Field Sales Certification

1. Be on time to all meetings and training sessions
2. Complete the minimum 10 hours of in office training
3. Complete the minimum 80 hours of in field work: Atto Time Stamped
4. Produce a minimum 12 held appointments monthly
5. Be at meetings and in field at required times set by team lead/manager
6. \$150 per held appointment paid towards Draw Commission
7. \$350 per appointment that closes if closed and installed by another representative

Second Tier: In Home Sales Certification

1. Successfully present the In Home Sales Presentation to Streamline Standards
2. Complete 3 Solo Closings (Mentor not assisted in any way)
3. Cultivate at least 1 referral closing
4. Meet a minimum 45% close ratio
5. 80 hours a month minimum in field work producing a minimum 3 confirmed appointments per week

(Example Commission Scale for all in home sales: \$250/kw self generated lead, \$125/kw Outside Sales Affiliate Referral Lead-(AVG SYSTEM SALE IS 15 KW so for self generated lead this would be \$3750/sale, for affiliate sell is \$1875 avg/sale)

Third Tier: Team Lead

1. Mentor, Train, and cultivate field sales team of 2 field sales reps assisting them in completing their field sales certification and assist them in achieving in home sales certification
2. Team Production of 8 confirmed appointments minimum weekly
3. Maintain a monthly minimum average of 6 sales i
4. Produce 1 referral close for every 2 team produced closings

**Once the above criteria are met for a 30 day period Team Lead Certification is achieved and draw increases to \$84,000 annually

Tier 4: Account Executive: Chief responsibility to sign affiliate business accounts.. \$120,000 Year Annual Draw

1. Join BNI group and attend weekly meeting
2. Assist in developing AE Channel and marketing directly with ownership
3. As an AE your account servicing is imperative, being available 6 days a week via phone 10 am to 8 pm to answer questions resulting in field level sales for your accounts
4. Formally sign up and train a minimum 2 business affiliate accounts monthly
5. Work to train additional regional accounts executives as needed to service other regions as expansion continues with the affiliate program
6. Maintain consistent closes of 8 sales per month thru either Team Lead or Business Channels

Representative

Date

*Pay is disbursed the 1st of the month for the full prior month's draw and or commissions which must be fully completed by rep to qualify for any draw disbursement.. To help insure against loss against equipment checked out to sales representatives payout of draw is as follows:. Once the initial 30 days of training is complete the draw minus \$350 for equipment deposit will be paid on the next available period whichever is next and from that point on the representative will be paid on the first of the month per guidelines set above.. Minimum draw disbursements are not limited to training only but will continue the above minimum guidelines are not met. Commissions due over the draw amount will be paid out on the 1st of each for the prior months production.

**If contract is terminated for violation of any of the above reasons draw and commissions will be forfeited

***If rep decides to leave he can return his equipment to receive initial deposit.**If rep quits during the preliminary training period their compensation they forfeit any draw for the initial pay period.

*If field hours are not met the percentage of field hours not met will result in that percentage of draw and or commissions being withheld-MAKE SURE TO PUT IN REQUIRED TIME