

AGREEMENT – Business Consultant (BC)

_____ (“BC” hereafter) and Local Search Force, Inc. (“Company” hereafter) a Florida Corporation mutually agree to enter into an agreement as outlined in the sections below. By initialing the sections below, BC is acknowledging that they have read, understand and agree to that term. By each party signing this agreement, they attest their agreement to this Agreement in full.

___ **1. STATUS:** BC and Company enter this Agreement at will. BC is considered an independent contractor, will complete and keep updated a Federal W9 form, and is responsible for the accounting of their own expenses, income and taxes. BC will be performing outside sales duties thus will need business use auto insurance. BC agrees to list Company as an additional insured on their auto insurance policy and keep a current declaration page on file with Company.

___ **2. BRAND** Company may transact business under its legal name or a “Doing Business As” at its sole discretion. This Agreement supersedes and replaces any previous Agreements between BC and Company or any affiliated company to Company.

___ **3. SCHEDULE:** BC will determine their own schedule and provide this work schedule to Company’s appointment setting department two week’s in advance for coordination and scheduling purposes.

Company’s standard work schedule is Monday-Friday 9:00-5:00 Eastern Standard Time. The corporate office is closed on President’s Day, Memorial Day, Labor Day, the Fridays before Memorial Day and Labor Day, the nationally recognized July 4th holiday, the week of Thanksgiving and 2 weeks in and around Christmas and New Year’s.

___ **4. BASICS:** BC is expected to be on post when they originate they will be on post, rarely change the schedule last-minute, and willing to do all functions of the job they are contracted to do. While promoting Company’s services, BC agrees to be well-rested, well fed and not hung over or on other illegal or non-prescribed drugs while on post. BC agrees to be friendly and professional towards prospects/clients/staff, learn about Company and Company’s products, have excellent follow-up, and make “helping the client” a senior priority in all actions and decisions related to Company.

___ **5. POST:** The job title is Business Consultant (BC). This is an outside sales position. The purpose of the BC post is to expand Company’s active customer base.

___ **6. PRODUCT: “New Active Customers”** is the valuable product produced by the BC and an BC’s performance is judged on their production of New Active Customers. An Active Customer is a targeted business, whereas the business owner fully understands, wants and orders a \$250+ monthly service.

___ **7. JOB DUTIES:** BC prospects, contacts leads, contacts preset appointments, edits the client’s spotlight story, builds rapport, locates an area of difficulty the business owner has and presents an introductory service as a solution. The BC consults with business owners and closes them on advanced services. BCs are expected to keep their admin current at all times and especially keeping Company’s CRM system updated.

A “**Presentation**” has been done when an BC meets/converses with a business owner of a targeted business, builds rapport, discovers the business owner has a problem, difficulty or annoyance and offers a Company service as a solution. The **quantity of presentations** are the key indicator leading to income production and BC success.

___ **8. MINIMUM ACCEPTIBLE PRODUCTION (MAP):** If BC is receiving 10+ Company generated leads in a week, BC is expected to produce 3 New Customers, 1 New Active Customer and \$2,000 in deposits weekly. The MAP for someone receiving pre-set appointments is a 25% closing ratio (new customer to appointment provided) and a 25% upsell closing percentage (upsell to New Customers).

___ **9. TRAINING:** BC will be trained on every function of the production line including appointment setting, selling basic services and closing prospects on packages with monthly services. BC agrees to train on and be expected to utilize Company's workable sales technologies.

Company uses a "crawl before your walk" approach meaning that BC will be trained on an activity until he or she can effectively do the function with their competence demonstrated by production:

- **Phase I Appointment Setting** – Train on Company's CRM system and appointment setting system. Complete Phase I by producing 5 appointments with people you don't know using the County Advisory Board promotional service.
- **Phase II New Customer Acquisition** – Train on Company's selling the Competitive Marketing Analysis (\$95-\$195 with money-back guarantee) product. This service is the #1 product sold to and used to generate new customers. Complete Phase II by closing 10+ new customers at \$95+ service within a 10-business day period from leads BC generates. With a 50% closing percentage, this should take approximately 20 in-person presentations.
- **Phase III New Active Customer Production** – Train on Company's "Producing Active Customers" training program.
- **Phase IV Executive Training** – Senior Business Consultants can train on Company's Master Closer's Course. Senior BCs are also invited to voluntarily and at their sole discretion train on any other executive training courses delivered through Company's Executive Training Center.

___ 10. ADVANCEMENT DEFINED - STATUSES & QUALIFICATIONS

- **Business Consultants In-Training (BC IT)** – BCs that have not yet produced 10+ New Customers at \$95+ from self-generated leads are considered "Business Consultants In-Training". With a 50% closing percentage, this should take approximately 20 in-person presentations.
- **Rookie Business Consultants (R/BCs)** – Rookie BCs receive 15-25 pre-set appointments per week. Rookie BCs have completed Phase I, II, & III Training and have closed 10+ New Customers at \$95+
- **Business Consultants (BCs)** – BCs have completed Phase I-III training, closed 10+ New Customers at \$95+ and personally closed 2+ new Active Customers.
- **Senior Business Consultants (Senior BCs)** – BCs that have completed Phase I-III training and produced 4 new Active Customers with \$5,000+ in revenues within a two-week period.

___ **11. WEEKLY COMPENSATION:** Compensation is paid each Friday with a one-week lag electronically by Zelle (electronic transfer) or another electronic direct deposit system on or before Friday at 5:00pm EST on payday.

All commissions, overrides and bonuses listed are based on successfully processed payments. Commissions are paid on "Deposits", which is money billed during the week of the sale & not paid on future payment plan payments. Failed processing, sales made by mis-representing services or mis-guided client expectations, sales made outside Company authorized terms or pricing, client cancels within 90 days, & all chargebacks are not commissionable orders and will be adjusted to BC's pay.

___ 12. WAGES – WEEKLY BASE, COMMISSIONS, BONUSES, RESIDUALS & RETIREMENT

- **Business Consultant In-Training (BC IT)**
 - 80% Commissions on each New Customer's revenues above \$95. ie. $(\$195-\$95) \times 80\% = \$80$
 - 80% Commissions on 1st \$2,000 in revenues produced from marketing packages in a week.
 - 40% Commissions on revenues produced in a week above \$2000.
- **Rookie Business Consultant In-Training (BC IT)**
 - 80% Commissions on 1st \$2,000 from all revenues produced in a week.
 - 20% Commissions on revenues produced in a week above \$2000.
- **Business Consultants (BC)**
 - 80% Commissions on 1st \$2,000 from all revenues produced in a week.
 - 20% Commissions on revenues produced in a week above \$2000.
- **Senior Business Consultants (Senior BC)**
 - 80% Commissions on 1st \$2,000 from all revenues produced in a week.
 - 40% Commissions on revenues produced in a week above \$2000.

Residual Billing Production Bonus: Senior BCs will be paid a residual billing production bonus **weekly** as a percentage of the recurring billing from clients they procured that billed their monthly service fee during the current 7-day Saturday-Friday production period:

- 40% Residual Commissions when producing 1+ New Active Customers & Deposits from NEW Customers of \$2,000+

Retirement: When a Senior BC has closed 400+ Active Customers at \$250+ per month, they will be paid residual commissions with no production requirement and whether they continue producing for Company or not. There is no further qualification to be paid recurring revenues so long as BC is in good standing with Company and not being a competitor or using Company's developed technologies or processes without written agreement. For those that choose to retire, they will be paid residuals based on the following scale:

- 400+ Active Customers = 40%
- 200-399 Active Customers = 20%
- 1-199 Active Customers = 10%

___ **13. FOUNDATION:** While contracted by Company, BC will not engage in activities that may, at the sole discretion of Company, reduce, impede, compete with Company unless written mutual agreements permit, or impinge upon the expansion of Company or its staff.

___ **14. HONEST APPLICATION:** It is understood and agreed that any contract offer made by Company to BC is reliant on statements made and data provided to Company by BC during the application and interview process and the offer may be rescinded or this Agreement terminated if its discovered false statements have been made.

___ **15. OBSERVATIONS:** BC will notify Company in writing by delivery to the President of all non-optimum working conditions or issues observed or experienced and/or related to their contract, the work environment, or the Company. Company does not discriminate, and BC agrees to not discriminate against any protected class as described in Federal and State of Florida laws. If you observe or experience discrimination from any Company employee or representative, BC agrees to immediately write up and deliver this notice to all senior executives (VP and higher) so the situation can be immediately investigated and any situations resolved.

___ **16. VERBAL COMMUNICATIONS:** Neither BC nor any Company staff member is authorized to make any verbal Agreements that contradict this Agreement or obligate Company to anything other than what is written in this Agreement. If both parties agree to mutually change or add to this Agreement, it will only be done by an Addendum done in writing, mutually agreed to and signed by both parties and the signing party for Company is a VP or higher.

___ **17. CONFIDENTIALITY AND NON-COMPETE:** In perpetuity, BC agrees to not make direct or indirect derogatory, invalidating, or discriminatory (sex, age, religion, race, etc.) comments, remarks, reviews, communications, etc. about Company, its staff, owners, services, or customers to anyone or any online outlet.

All Company Policies, Directives, hats, prospect lists, customer lists, sales schemes, pitches, services, org board, and tools provided to BC are confidential and are not to be removed from the office or used outside of the office unless on Company business. BC agrees to not utilize or share or provide anything confidential to anyone else except as part of the post's usual production (ex. training a BC using a Directive) nor create a competing business using the sales schemes utilized at Company.

In perpetuity, BC will not personally or assist another in targeting or contacting prospects or customers of Company for the purpose of promoting or selling another person or companies' services without written authorization from Company.

MUTUAL AGREEMENT: By signing below, BC and Company's representative attest they had read, clarified anything not fully understood and are agreeable to the terms detailed in this Agreement.

For BC: X _____ Print Name: _____ Date: _____

If Applicable, BC's Company Name and EIN#: _____

Phone: _____ Email: _____

For Company: X _____ Date: _____ Title: _____