

Income Structure

Agency Team

Team Optima & Team Alpha

Function & Income Structure

Agency Team Freelance Affiliate Sales Agent

Function

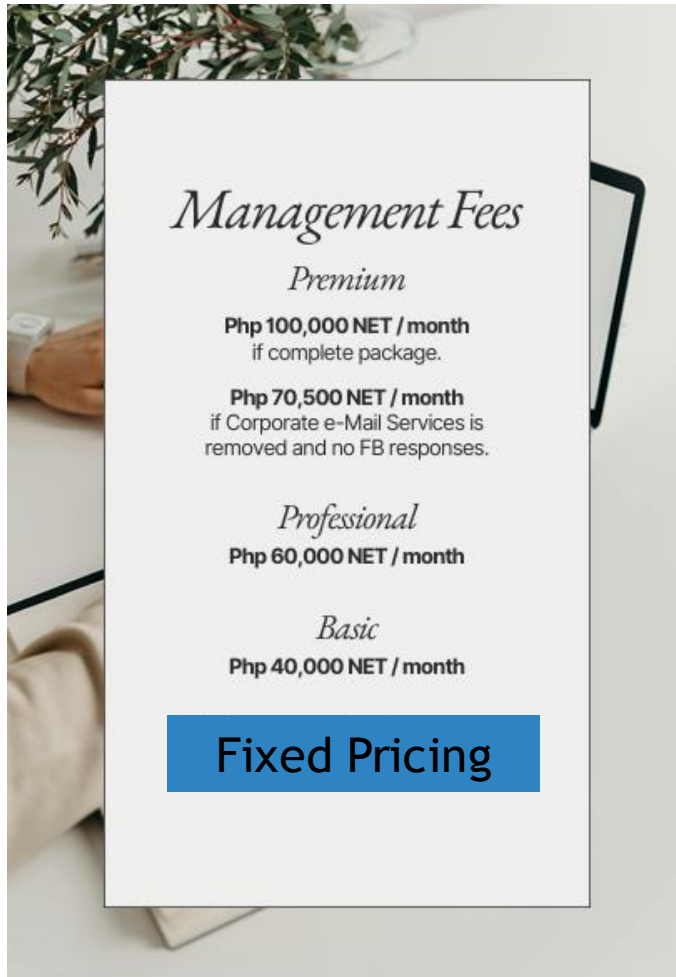
- ▶ You are expected to USE your CONTACTS to acquire clients. That's easier than making cold calls.
- ▶ An Agency sales agent is in charge of **acquiring new accounts** who will avail of the company's main services that will give them **passive, monthly recurring income that is co-terminus with the contract.**
 - ❑ Social Media Management (fixed pricing)
 - ❑ Customer Service Management (non-voice e-mail, only) (variable pricing, but with minimum 50K NET for the basic package)
 - ❑ O-Desk Packages (variable pricing, but with minimum 50K NET for the basic package)
- ▶ Sales agents can also sell the company's other services, but commission for other services are not recurring.
- ▶ Complete price list of services is at the package proposals in the website and Virtual Office.

Income Structure

- ▶ An Agency sales agent is hired on freelance basis. There is no fixed salary.
- ▶ However, once an Agency sales agent acquires an account for social media management or customer service, he/she will be receiving a pre-determined share of the income **every month as long as the contract he/she acquired is in effect** even after the account has been turned over to the Consultant for servicing. **This is passive, monthly recurring income even after the sales agent is no longer working on the account. It is co-terminus with the contract.**
- ▶ The Agency sales agent's monthly share income is termed as Sales Admin Fee and the amount is dependent on the package the client availed of ---- in the case of Social Media Management, it can be Basic, Professional or Premium Package.
- ▶ Each package has a set of inclusions, these are detailed in the package proposals uploaded in the website and Virtual Office.

Example of the Fee Structure

Social Media Management Packages



- ▶ Your income is **15% of the monthly fee in the first month and 3% in the succeeding months** from the second month until the end of the contract.
- ▶ Let's take for example the 100k package, that means the salesman will receive Php15,000 commission for the first month and Php 3,000 every month thereafter starting on the second month until the contract is finished. **THIS IS ONLY FOR ONE ACCOUNT.**
- ▶ Remember that **this is a monthly recurring, passive income**, wherein even after you have closed the sale, you will still enjoy receiving passive income even though you are no longer exerting any effort and could just be sleeping at home.

Example of the Fee Structure

Social Media Management Packages

- ▶ Now, still using the same example of a Php100k package, since you will be opening more than one account, ofcourse, let's say, you were able to open 5 accounts, that's **Php 75,000 commission for the first month and Php15,000 pesos a month free money for a year*** without doing anything.
- ▶ Now, if you were able to open 10 accounts, **that's Php 150,000 commission for the first month and a monthly passive income of Php 30,000 free money for a year*** without doing anything.

* This is if the contract is for one year. But if it's for two years, then you earn that passive income for two years! **Two years of freedom --- receiving money without doing anything.**

Income Structure

REMEMBER!!!

- ▶ The bigger the package the client availed, the more you earn. Because **you earn commission in %, not flat rate**. So, sell the expensive packages first to earn more. Your commission goes up as the package amount increases.
- ▶ The longer the contract the client signs, the longer you will receive passive income. Because, **your commission is co-terminus with the contract**. So, get your client to sign a long-term contract.

The background features abstract, overlapping geometric shapes in various shades of blue, ranging from light sky blue to deep navy blue. These shapes are primarily located on the right side of the frame, creating a modern, dynamic feel. The rest of the background is plain white.

Thank you!

Happy Selling!