

Income Structure

Sales Agents

Function & Income Structure

Freelance Affiliate Sales Agent

- You are expected to USE your CONTACTS to acquire clients. That's easier than making cold calls.
- A sales agent is in charge of **acquiring new accounts** who will avail of the company's main retainer services that will give the Sales Agent **passive, monthly recurring income that is co-terminus with the contract.**
 - ☐ O Desk Packages (on-retainer, variable pricing, but with minimum 50K NET for the basic package)
 - ☐ Digital Marketing Packages (on-retainer, fixed pricing)
 - ☐ Customer Service Management (non-voice e-mail, only) (on-retainer, 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 single-pay services are not recurring.
- Complete price list of services is at the package proposals in the website and Virtual Office.

- A sales agent is hired on freelance basis. There is no fixed salary.
- However, once a 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 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 **Social Media Management Package, Digital Marketing Professional Package or Total Marketing Communications 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

Digital Marketing Packages

Management Fees

Premium

Php 100,000 NET / month
if complete package.

Php 70,500 NET / month
if Corporate e-Mail Services is
removed and no FB responses.

Professional

Php 60,000 NET / month

Basic

Php 40,000 NET / month

- 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

Digital Marketing 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.**

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.**

Thank you!

Happy Selling!