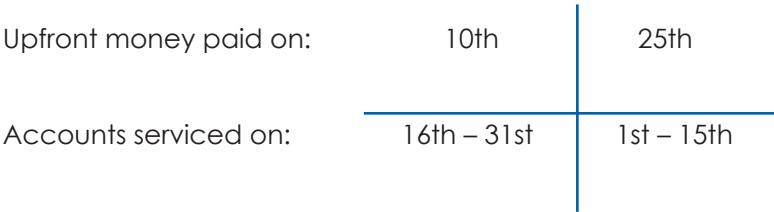


Vantage Backend Certification

Upfront Money = \$50 upfront per sale that is over \$50 on the initial service.

*If the sale is a switchover and the initial is not over \$50, you will not be paid upfront on that particular sale

Sales Representative will be advanced on personal sales after the customer receives and pays for the initial service. Pay periods are on the 10th and 25th of each month. Accounts serviced from the 1st to the 15th of the month will be paid for on the 25th of the month and accounts serviced from the 16th to the end of the month will be paid for on the 10th of the following month. The first paycheck of the summer will come on May 25th.



October 10th backend check = 70% Total Earnings - Upfront Money (Advanced Commission)

Total Earnings = Total net accounts x Commission % x Average Contract Value

February 10th backend check = Remaining amount owed (about 30%)

Example

A sales rep sold 150 net accounts. He was paid UPFRONT on 130 accounts. His commission rate is 27% and his average contract value was \$430. Fill in the blanks:

UPFRONT MONEY = _____

OCTOBER 10TH BACKEND = _____

FEBRUARY 10TH BACKEND = _____

Backend Certification

Certification of Completion

Name of Rep: _____ Date: _____

Office: _____

Signature of Manager: _____

