



## An Opportunity for Sales Professionals

### Pay plan

The cashbax pay plan is unlike any other pay plan, for instance, it has been designed to reward agents continuously without any selling involved whatsoever.

There are two agent positions within the pay plan, both explained below.

All agents have their own secure online back office to track their incomes. Commissions are paid weekly on cleared invoices.

We have also included our launch incentive plans and are available to all agents. We will continue to offer incentives.

It is important that all agents understand that we don't allow their businesses (the ones you introduced) to pick and choose when to use cashbax. Loyalty schemes cannot be used in this way, ALL clients are rewarded, this is why cashbax has four marketing levels (no matter what the required profit is, we have a level for the business / property seller to reward the buyer).

They can't use cashbax on some products and not others, that would decimate your income and upset buyers. They must at least use the Bronze level but they can choose to use Silver, Gold and Diamond or mix of all.

All agents are tasked with bringing on board at least £5 million worth of business. This could be made up of just 1 x business with a £5m turnover, 5 x businesses with a £1 million turnover or any number of businesses or property sales with a combined turnover of £5 Million.

If an agent fails to achieve his / her target they will be mentored by a team leader or regional director to reach their target. Obviously, the more you bring on, the more you earn, there is no cap on earnings.

#### **Introducing Agents**

You start as an introducing agent.

Commission is based on 1% of the total sale value.

So if the business sells a product for £20,000 plus VAT @ 20% = Invoice value £24,000 Commission on £24,000 @ 1% = £ 240.00

£5 million will give you an income of £50,000, the more businesses and property sellers you introduce, the more you earn.

**The first introducing agent to achieve £5 million of sales will receive a new Jaguar XF.**

All agents have a sales target of only £5 million of sales, this can be achieved through property / business sales. You do not sell anything personally, sales are being done by the sellers you introduce, and they simply use cashbox to reward their clients.

How many businesses could you introduce?

How many estate agents or property sellers could you introduce?

### **Reward Bonus**

A bonus is paid when a buyer or a seller takes their Free Reward. This is calculated at the time they take their free reward, whatever is left over in the system after the buyer or the seller has taken their reward, you will receive a bonus of 10% of that value. This figure can't be given in advance as it can change on a monthly basis. However, the businesses and property sellers you introduce, if their clients take their early reward in their first year. Based on £5 million of sales, you will earn a reward bonus of around £30,000. The reward bonus for an estate agent is 5%.

To recap, EVERYTIME a customer of a business, property seller or estate agent that you personally introduced, you will receive a bonus when their client takes their reward. This is not to be confused with what you make when the sale is made, that is separate.

### **Team Leaders**

Team leaders are still introducing agents but have introduced 10 or more other introducing Agents. The Team Leader is still tasked with bringing on board businesses / property sales with a combined turnover of £5 Million per year but he/she also gets an additional 0.3% commission from the combined sales of the team. The more Introducing agents a Team Leader has in his/her team, the more he/she will earn.

If some of his/her Introducing Agents leave cashbox for whatever reason and their team drops below 10 he/she will not qualify as a Team Leader or receive the additional 0.3% commission. To keep the status in place – maintain a minimum of 10 agents.

A team leader that has at least 10 of their team achieve £5 million in sales will receive a new XJ.

### **Estate Agent**

The pay plan allows for the introduction of estate agents as they can then introduce the Cashbox system to their clients. They will receive 1% from all their Cashbox property sales, this does not come from your own income, it is separate from that and can really give a huge income boost to you should you have any in your team. Let's not keep it a secret, introduce as many estate agents as you can

### Agent pay plan percentage table

Percentage payments from the marketing level sales.

Bronze level sales by introducing agent

Bronze	
Introducer	1%
Estate Agent	
Team Leader	

Bronze level sales by Estate Agent

Bronze	
Introducer	1%
Estate Agent	0.3%
Team Leader	

Bronze level sales by Estate Agent with a Team Leader in place

Bronze	
Introducer	1%
Estate Agent	0.3%
Team Leader	0.3%

Bronze level sales by Team Leader (he/she is also an introducing agent, so he/she will earn their 0.3% plus their 1%)

Bronze	
Introducer	1%
Estate Agent	
Team Leader	0.3%

**Silver, Gold, Diamond level sales from introducing agent**

Introducer	1%
Estate Agent	
Team Leader	

Silver, Gold, Diamond level sales from an estate agent – an estate agent will be introduced by an introducing agent, therefore 1% will be paid to the introducing agent that introduced the estate agent.

Introducer	1%
Estate Agent	1%
Team Leader	

Silver, Gold, Diamond level sales from a team leader, remember that a teamleader must also be an introducing agent so in this case he/she earned their 1% plus the override of 0.3%.

Introducer	1%
Estate Agent	
Team Leader	0.3%

Silver, Gold, Diamond level sales from an estate agent plus an introducing agent plus a team leader, remember that a teamleader must also be an introducing agent so in this case he earned his 1% plus his override of 0.3%.

Introducer	1%
Estate Agent	1%
Team Leader	0.3%