PERFORMANCE PAY PLAN

Weekly commissions. Monthly residual income.

Employment Consultant | Flex Time & Part Time

Commission schedule

Service / qualifying result	Initial commission Paid weekly	Ongoing monthly residual
Employer IQ & Broker Profile Database setup	$150	$150 / month
Earn While You Learn / VFP enrollment	$50	$50 / month
Full Freight Broker Training enrollment	$25	None specified
FreightBroker.TV — Episode Sponsor	$75	None specified
FreightBroker.TV — Business Spotlight	$125	None specified
FreightBroker.TV — Series Sponsor	$225	None specified

How weekly pay and monthly residuals work

Initial commissions: earned once for each qualifying employer setup, EWYL enrollment, full-course enrollment or media sponsorship/feature, and paid through the weekly commission schedule.

Employer residual: $150 for each eligible employer account for each month the account remains active.

EWYL residual: $50 for each eligible enrolled individual for each month the broker maintains the FreightPricing.AI system.

Timing: residuals are earned monthly, not again every week. Include eligible monthly residuals in the weekly payout schedule after the monthly eligibility check. The precise cutoff and payout week must be set in the final agreement.

Free tools are the relationship-building entry point

Free training, free IQ testing and IQ certificate, the free Resume Builder and the free Broker Profile support candidate outreach. No separate commission has been specified for these free services. Do not charge candidates for them.

ILLUSTRATIVE FIRST-YEAR EARNINGS

A path toward $55,000–$120,000 a year

Two production examples show the work and account retention behind the numbers. These are gross commissions before taxes and expenses, not salary promises.

New qualifying results each month	Example A	Example B
Employer IQ & Broker Profile Database setup	3	6
Earn While You Learn / VFP enrollment	4	10
Full Freight Broker Training enrollment	4	4
FreightBroker.TV — Episode Sponsor	2	2
FreightBroker.TV — Business Spotlight	1	1
FreightBroker.TV — Series Sponsor	1	2

First-year earnings breakdown	Example A	Example B
Initial commissions each month	$1,250	$2,225
Initial commissions × 12 months	$15,000	$26,700
Employer residuals, year 1	$29,700	$59,400
EWYL residuals, year 1	$13,200	$33,000
Total first-year residuals	$42,900	$92,400
TOTAL FIRST-YEAR GROSS COMMISSIONS	$57,900	$119,100

Assumptions that make these examples possible

Start with zero residual accounts; add the same number of new qualifying results every month for 12 months. For illustration, residuals begin the month after enrollment/setup. Every employer stays active and every EWYL broker maintains the system; all initial results qualify; no cancellations, refunds or duplicate credits are assumed.

Why the residual multiplier is 66

A January cohort earns 11 residual months through December, February earns 10, and so on; December earns none in year 1. Therefore 11 + 10 + … + 1 + 0 = 66 cohort-months. Example A: 66 × [(3 × $150) + (4 × $50)] = $42,900. Example B: 66 × [(6 × $150) + (10 × $50)] = $92,400.

RAMP-UP & PAYMENT CLARITY

See the monthly build.

The same initial production repeats monthly. Residuals grow only while earlier accounts continue to qualify.

Month	A: residual	A: total gross	B: residual	B: total gross
1	$0	$1,250	$0	$2,225
2	$650	$1,900	$1,400	$3,625
3	$1,300	$2,550	$2,800	$5,025
4	$1,950	$3,200	$4,200	$6,425
5	$2,600	$3,850	$5,600	$7,825
6	$3,250	$4,500	$7,000	$9,225
7	$3,900	$5,150	$8,400	$10,625
8	$4,550	$5,800	$9,800	$12,025
9	$5,200	$6,450	$11,200	$13,425
10	$5,850	$7,100	$12,600	$14,825
11	$6,500	$7,750	$14,000	$16,225
12	$7,150	$8,400	$15,400	$17,625
YEAR 1	$42,900	$57,900	$92,400	$119,100

Retention matters

Example A adds 36 employers and 48 EWYL participants during the year; Example B adds 72 employers and 120 EWYL participants. One lost eligible employer reduces later residual income by $150 per month; one lost qualifying EWYL participant reduces it by $50 per month. Monthly total gross is not a weekly paycheck.

Finalize before using as a binding pay agreement

Set referral attribution, qualifying setup/enrollment definitions, active-account verification, sponsorship acceptance criteria, the weekly cutoff, residual payout timing, cancellation/refund adjustments and dispute handling. Confirm whether paid services require cleared customer payment before commission is earned. These operating details are proposed implementation items, not newly established company policy.

Earnings and hiring safeguards

Results depend on outreach, conversions, eligibility and retention. These examples are not typical-earnings evidence and do not guarantee income. Confirm worker classification and applicable wage requirements. IQ results and profiles are inputs to hiring decisions; the assessment has not yet been established as a validated predictor of job performance.