



INDEPENDENT CONTRACTOR AGREEMENT

POST...

The post is Business Consultant ("BC"), an independent contractor position with Local Search Force, Inc. ("Company" hereafter). Business Consultant, at their sole discretion, may incur and pay for expenses in developing their own style of doing business. BC may choose to use a vehicle to do this job. If BC uses their personal vehicles to meet prospects, clients, etc., they agree to minimally have business use liability protection & uninsured motorist coverage and understands our Company provides no coverage for you or your vehicle. BC is 18 years of age or older.

DUTIES...

The primary duty of this post is to sell new prospective clients Company's marketing services. This is an outside sales position. The BC does lead generation, develops new prospects, "meets and greets" new business owners, builds rapport, discovers their needs, presents the correct product as a solution, closes the deal, and provides customers with support and consultation as needed. The job also has some administrative duties. orders, etc.

PRODUCT OF THE POST

The product of the post is "Active Customers", which is a customer that purchases a Company service that has a Monthly Service Fee, (recurring revenues). Websites, phone apps, SEO campaigns, online paid ads are examples of these services.

SCHEDULE. . .

Business Consultants set their own schedules, there is no time commitment. BC will determine how and when to produce.

EXPECTATIONS...

Business Consultants are expected to be professionals. Professionals will learn about internet marketing, know Company products & terms, study its management technology, drill prospecting & closings, dress business casual or better when on post, have excellent follow-up, be in communication with prospects/clients, and make "helping the client" the senior priority in all actions and decisions.

COMMISSIONS. . .

Commissions are paid weekly with a one week pay lag. BCs that submit a commission request by 5:00 on Fridays will be paid commissions and bonuses as described below on orders sold and successfully billed the following Friday at 5:00 pm. Some clients pay in full, some finance into a down payment and secondary payments and some orders have recurring billing. Half commissions are paid on company generated leads or if company management is used in presentations or closes. BC's may negotiate development fees; however, BCs selling services below retail prices listed on the Company's website or in its BC Pricing guide will have their commissions reduced by the amount of the discount offered.

- 80% on Competitive Marketing Analysis
- 80% on development fees (web design, phone apps, etc.) when client purchases a Get Found service (\$167+ per month)
- 40% on development fees (web design, phone apps, etc.) without a Get Found Service.
- 20% on monthly service fees (MSFs).

SALES MANAGER'S BONUS

- 50% – recruit, train and assist other Business Consultants and earn a bonus equal to 50% of the BC's commissions paid.

DIRECTOR of SALES BONUS

- 50% - Recruit, train and assist Sales Managers and earn a bonus equal to 50% of the Sales Manager's Bonuses paid

Minimums: Business Consultant must be in communication with their clients, in good standing with Company, and personally produce 2 new customers in a month to qualify for MSF commissions and bonuses in the following month. Commissions and bonuses together will not exceed 100% of the revenues, thus when an 80% commission is paid to a BC, the Sales Manager bonus will be 20% of Commissions paid and Dir Sales Bonus will be 20% of the SM bonus.

NON-COMPETE & NON-DISCLOSURE

In perpetuity, BC will not sell or attempt to sell competing services to active Company client or clients that were serviced in the preceding 12 months by Company. BC will not intentionally or unintentionally provide or distribute to anyone not under a Company contract confidential or proprietary information provided to BC, nor make direct or indirect derogatory or invalidating comments, reviews, etc. about Company, its staff, owners, or services. As damages may be difficult to determine, it's agreed that every individual breach of this section is valued at \$10,000 in damages to Company and BC will fully compensate Company for their violations.

The above is mutually agreeable on this ___ day of _____ 2017.

For Business Consultant:

X _____
Printed Name: _____

Company Human Resources Manager:

X _____