

FlexTraining Sales Agent Plus Agreement



Goal:	Create reliable sales and service revenue streams for Agent
Compensation:	Robust commission and/or fixed base pay, services fees
Appropriate for:	Firm/individual with B2B or Technical Sales experience and a network of target customers or industry contacts

National Training Systems Inc, DBA FlexTraining (“FlexTraining”), a US-based provider of online training systems, is hereby engaging the services of

(name) _____

(“Agent”) in the sales and support of the FlexTraining E-Learning Solution and the Login & Go subscription program.

FlexTraining will provide Agent with a complete 24/7 online FlexTraining system for testing and demonstration purposes, with a 10-user limit, along with sales collateral, product detailed documentation, guidance, face-to-face training, our Sales 101 selling guide, and direct, US-based tech support. A Startup Fee - 2450 GBP - will be paid by Agent to cover these items, paid before this agreement takes effect. FlexTraining will also provide an e-mail box with an address ending in “flextraining.com” for Agent’s use, if desired.

Agent will develop and deliver professional sales services to potential customers in the UK, and will be compensated as noted under “Commission” or “Base Pay Option”.

Agent agrees to provide a basic status update in an email at least monthly, including recent activity, planned activity, forecast sales, and help needed from FlexTraining.

Technical support for Agent’s customers will be provided by FlexTraining, and will require that the normal support agreement be in place when a software license is deployed.

Commission: Agent will use “list’ prices or higher when selling FlexTraining licenses or Login & Go subscriptions. If the sales lead is furnished by FlexTraining or the FlexTraining web site, Partner will retain 30% of the sales price, remitting the 70% balance to FlexTraining when payment is received. (If the customer is from a sales lead developed by the Agent himself/herself, the commission rate is 40%.) If the payment

comes from the customer directly to FlexTraining, the 30% commission (or 40% as above) will be paid to Agent by FlexTraining.

For Login & Go subscriptions, revenue received within 12 months of the original transaction is eligible for commission. This allows the Agent to sell a 12-month subscription, and then to process a renewal payment near the end of the year for an additional 12 months, and receive commission on both transactions.

Base Pay Option: After 3 completed sales, Agent may choose to convert to a base pay arrangement, with a monthly payment from FlexTraining of 2000 GBP and a lower commission rate subject to quota, to be negotiated.

Either party may terminate this agreement with 30 days notice. Should FlexTraining terminate the agreement, Agent will continue to receive the ongoing direct and indirect sale commission revenues from subscription customers prior to and up to the end of the termination period. Should Agent terminate the agreement, it will ensure a professional handover of the business to FlexTraining and cease receipt of revenue at the end of the termination period.

Agent responsibilities:

1. Using his/her contacts, networks, marketing lists and other sources to acquire leads.
2. Receiving occasional sales leads from FlexTraining and its web site(s) that it operates and/or through marketing lists acquired by FlexTraining.
3. Managing the sales process, calling on FlexTraining for product expertise as needed.
4. Making initial contact with all prospects for discussion and qualifying
5. Undertaking requirements analysis and making proposals as necessary
6. Utilizing FlexTraining-provided online demo site and marketing materials as needed
7. Maintaining a pipeline, distributing collateral, and ensuring regular follow-up
8. Demonstrating FlexTraining features to prospects and answering questions
9. Developing expertise in the FlexTraining system, for testing and demonstrations.
10. Ensuring a professional standard of communications, documentation and management.

Customer Tech Support and Services:

During initial operations and ongoing training, Agent's customers will be encouraged to contact Agent with queries and initial support questions and requests for service.

Issues which cannot be resolved by Agent will be escalated to FlexTraining using the online help desk, as used by all customers.

This agreement will be effective upon receipt by National Training Systems of the 2450 GBP Startup Fee and signature of both parties.

By: (Agent)

Name / Title. / Company

Print Name

Date

By: National Training Systems (FlexTraining)

Name / Title

Print Name

Date