

Q & A

1. What companies are good candidates for this program?

Any companies, municipalities, or Churches with at least ten W2 employees are great candidates for this program.

2. What companies should I call on first?

Definitely start talking to your warm market about this program first, such as your Church, Doctor Offices, Fast Food Restaurants, other Restaurants, Municipalities, Nursing Homes, Schools, Manufacturing Companies, Home Service Companies, Car Dealers, etc.

3. Does an employee need to earn a certain amount of money annually to qualify?

Yes, an employee must earn a minimum of \$20,000 per year to qualify for this program. This may be a part-time or full-time W2 employee.

4. What are the average savings for the Employer on this program?

The average employer saves about \$653 per employee, per year.

5. What is the average increase in take-home pay for the employee?

Depending on their income and other factors, the average employee increases their take-home pay from about \$75 to \$300 per month.

6. How many companies are using this program today?

Approximately 15,000 companies are using this type of program today. US Health Centers (the company we are working with) has over 6,000 companies on this program. There are over 1,500,000 companies in the USA that have 10 or more employees. So, about 1% of all eligible companies are using this program today. Therefore, we have a tremendous potential market of companies and employees.

7. Are there other companies offering this program?

Yes, other companies offer this program. Some do not share any of the tax savings with the employees. Some give the Sales Agent about \$3 per employee. Some require a minimum of 25 employees, etc. We feel we offer the fairest, most impressive and best program in this space.

8. What are the costs of this program?

There are NO out of pocket costs to the employer or employee for this program.

9. Do Sales Agents give their own presentations to their clients?

Until a Sales Agent feels confident giving their own presentation, The Marketing Support Team will be glad to give the presentation to your clients via Zoom. Obviously, the Sales Agent must be on that Zoom Call. Presentations generally last about 20 minutes and then opened for questions. The Sales Agent may set up this Zoom call for their client by completing a brief questionnaire at:

MyEmployersChoice.com

10. Is there a Sales Agent contract?

Yes, all Sales Agents will have a written signed contract.

11. Is there a cost to become a Sales Agent?

No, there is no cost to become a Sales Agent.

12. Are there Sales Agent territories?

No, there are no Sales territories. Sales Agents are encouraged to talk to their warm market contacts first regardless of where they are located in the USA.

13. Tell me about the Sales Agent training?

Once you complete the Sales Agent contract you will be given access to Recorded Trainings, Editable Flyers, Marketing materials, Case studies, Sample Scripts, etc. and encouraged to attend our weekly Sales Agent training webinar.

14. If I need the assistance of a friend or family member to get in the door with some clients, is there a way to compensate these helpers?

Yes, at your discretion, Sales Agents may use "Referral Partners" to get to the decision makers of some companies. You can have as many Referral Partners as you want. Your referral Partners will be paid directly from our Company starting at \$2 per employee per month for the first 500 employees refer, then \$3 for the next 500 employees on the program, etc. Obviously, this Referral Pay will be deducted from the commissions due to the Sales Agent.

15. Have these employer and employee FICA tax incentives ever been disallowed by the IRS?

No, however, if they ever are, our program also includes a \$500,000 Legal Protection Policy for every employer and a \$10,000 Legal Protection policy for every employee.

16. As a Sales Agent, can I build a Team of Sales Agents?

Yes, after a Sales Agent personally has at least 5 companies enrolled and a total of 50 or more employees on this program, then you may recruit other Sales Agents to this program. Once you have recruited a new Sales Agent to this program, you are considered a Broker. Provided the Broker properly trains and helps their new Agent, the Broker earns \$5 per employee per month over-ride commission on all their Agents activity. This Broker commission does not affect the pay of Sales Agents. Additionally, all the employees on the program from all your recruited Sales Agents activity counts towards making your total employee count higher for your personal commissions. For example, let's say you have 500 employees on the program, and you have 3 Sales Agents that you recruited and trained that each has 500 employees on the program, then your personal Sales would pay like you having 2000 employees on the program and your monthly pay would look like this:

Your personal Sales – 500 employees x \$15 = \$7,500

Your Team Sales – 3 x 500 = 1500 employees x \$5 over-ride = \$7,500

Your monthly check would be: \$15,000