Broker Associate Compensation Plan

Unlock Your Success!

Junior Associate
1st Tier – Basic Level

Senior Associate
2nd Tier – Intermediate Level

Broker Associate
3rd Tier – Highest Level

Our Associate Residual Compensation Plan is based on a tiered structure that encourages consistent performance and fosters professional development. Associates will earn a percentage of the recurring revenue generated from clients they bring to the company, even after they are no longer actively involved in servicing those clients. This residual income component provides an additional stream of earnings that can grow over time as the associate builds a strong client base.

Associates Compensation Plan

Associate Residual Compensation Plan is designed to reward and motivate our talented and ambitious for their dedicated efforts and long-term contributions to our organization.

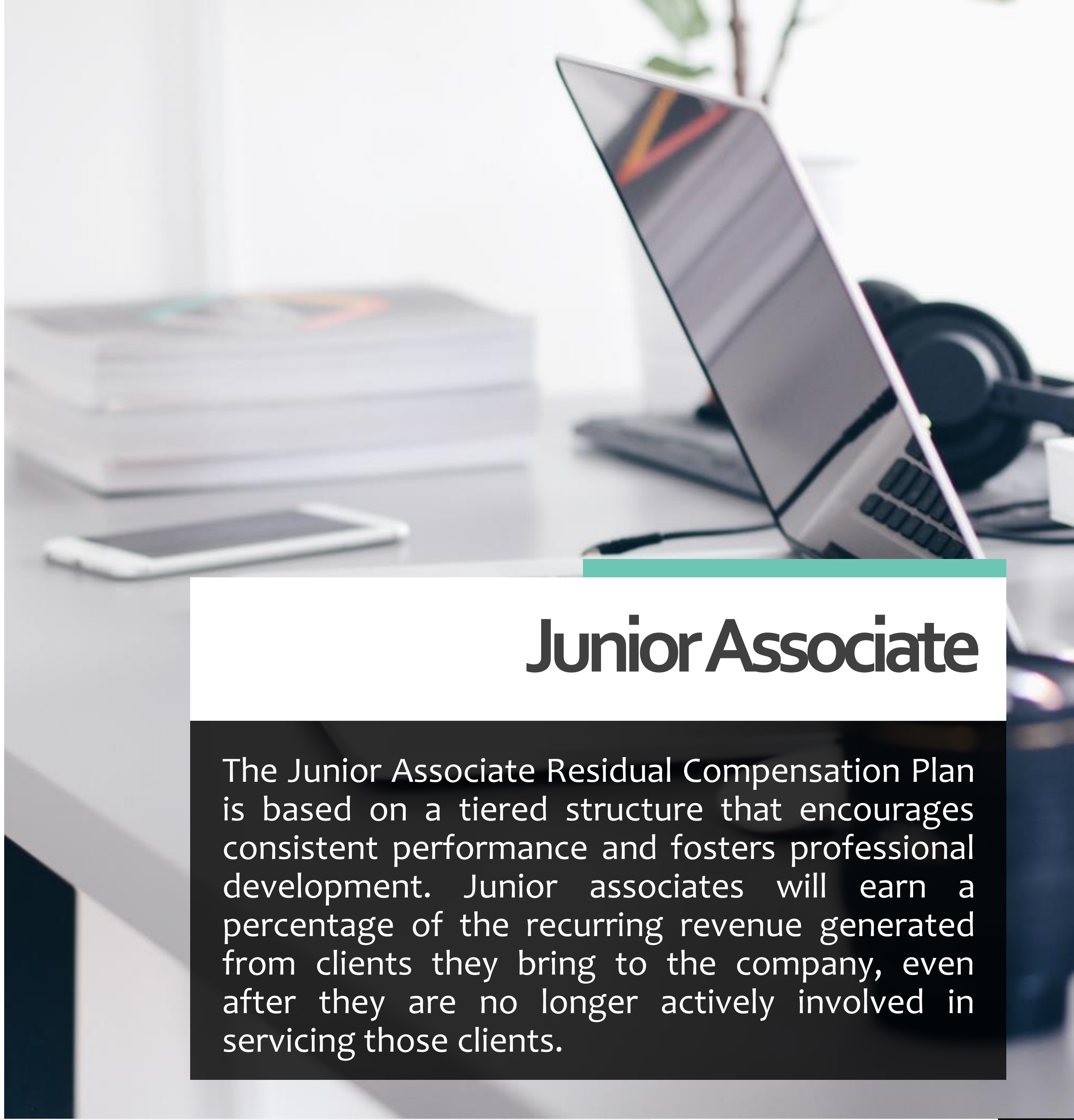
Junior Associate
1st Tier – Basic Level

REQUIREMENTS

- To become a Junior Associate, you must have referred Personal Lifetime New Business of at least $250,000

COMPENSATION

- You will be eligible to make 10% commission on the Gross Profit GO2 FINTRADE generates per client's performance. This will be paid on a residual basis for the life of the client relationship with GO2 FINTRADE.



Junior Associate

The Junior Associate Residual Compensation Plan is based on a tiered structure that encourages consistent performance and fosters professional development. Junior associates will earn a percentage of the recurring revenue generated from clients they bring to the company, even after they are no longer actively involved in servicing those clients.

Junior Associate
1^{st} Tier – Basic Level

- **10%** Commission on any direct business generated

Junior Associate

Junior Associate
Residual Compensation Plan

TIERS	NEW BUSSINESS LIFETIME VOLUME	DIRECT BUSINESS REFERRED COMMISION	OVERRIDE ON EARNINGS OF DIRECT SPONSERED JUNIOR ASSOCIATE
Junior Associate	$250,000	10%	0%
Simulation Tier 1	Amount $1,000,000	Commission $4,200	Override $0

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Senior Associate
2nd Tier – Intermediate Level

REQUIREMENTS

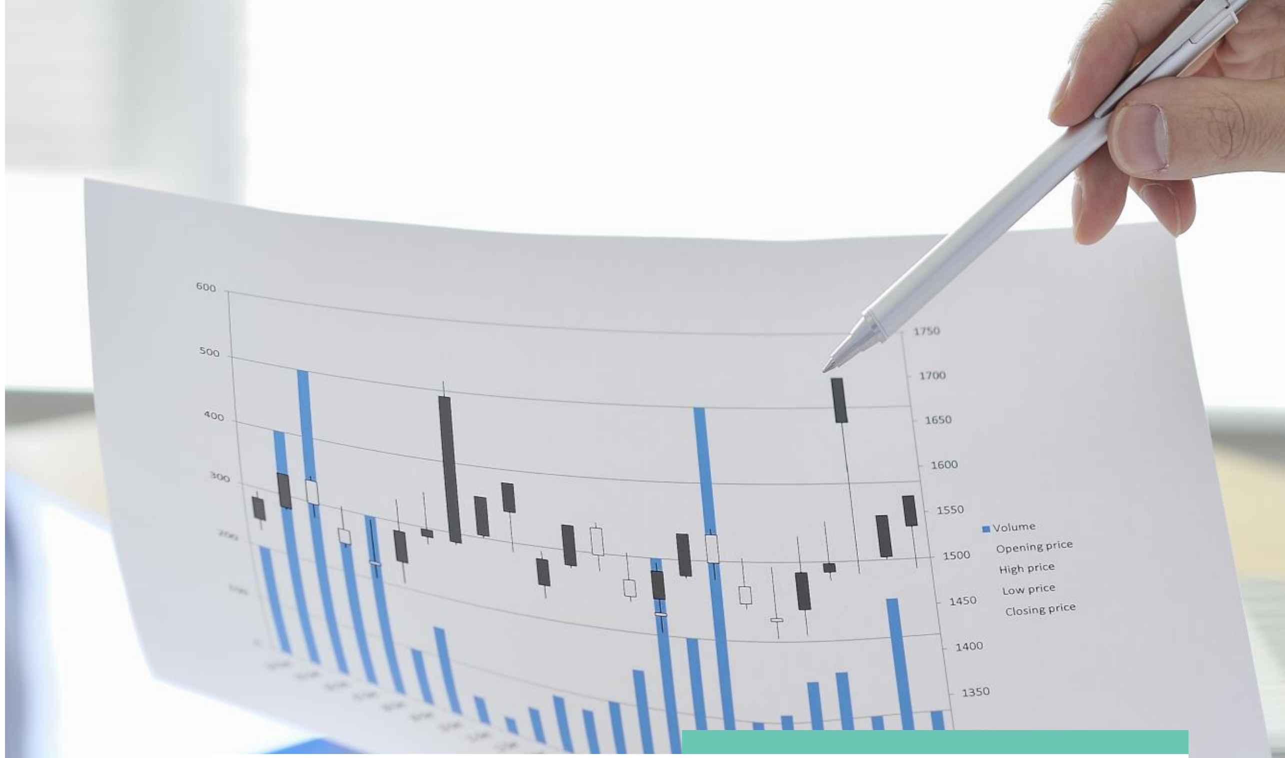
- To be considered a Senior Associate, you must have referred Personal Lifetime New Business of at least **$1,500,000**. In order to receive compensation at the rank of Senior Associate, the rank must be qualified for each month.

  The monthly requirements are:

- You must have personally generated and successfully closed new business to GO2 FINTRADE at least once in the past 24 months.

COMPENSATION

- You will be eligible to make 15% commission on the Gross Profit GO2 FINTRADE generates per client's performance. This will be paid on a residual basis for the life of the client relationship with GO2 FINTRADE.



Senior Associate

Our Senior Associate Residual Compensation Plan offers an innovative approach to rewarding our associates for their dedication and hard work. It provides an opportunity for long-term financial success and encourages a collaborative, client-focused approach.

Senior Associate

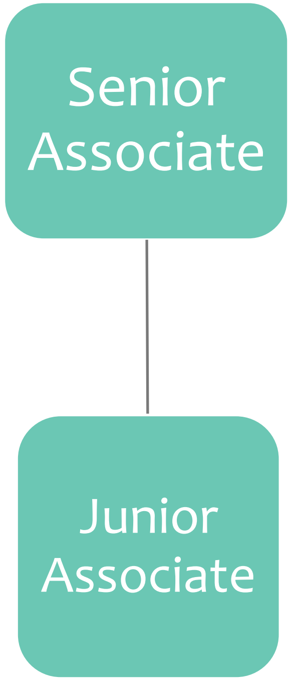
2nd Tier – Intermediate Level

Senior Associate

Residual Compensation Plan

- **15%** Commission on any direct business generated

- **5%** Override on new business generated by any direct sponsored Junior Associate



TIERS	NEW BUSSINESS LIFETIME VOLUME	DIRECT BUSINESS REFERRED COMMISION	OVERRIDE ON EARNINGS OF DIRECT SPONSERED JUNIOR ASSOCIATE
Senior Associate	$1,500,000	Comm. 15% $6,300	Tier 1 : 5%
Example Tier 1:	Amount $1,000,000	Comm. 0% $0.00	Override $2,100

Broker Associate
3rd Tier – Highest Level

REQUIREMENTS

- To be considered a Broker Associate, you must have referred Personal Lifetime New Business of at least **$5,000,000**. In order to receive compensation at the rank of Senior Associate, the rank must be qualified for each month.

  The monthly requirements are:

- You must have personally generated and successfully closed new business to GO2 FINTRADE at least once in the past 36 months.

COMPENSATION

- You will be eligible to make 20% commission on the Gross Profit GO2 FINTRADE generates per client's performance. This will be paid on a residual basis for the life of the client relationship with GO2 FINTRADE.

Broker Associate

The Broker Associate Residual Compensation Plan is based on a tiered structure that encourages consistent performance and fosters business development. Junior associates will earn a percentage of the recurring revenue generated from clients they bring to the company, even after they are no longer actively involved in servicing those clients.

Broker Associate
3rd Tier – Highest Level

- **20%** Commission on any direct business generated
- **5%** Override on new business generated by any direct sponsored Senior Associate
- **5%** Override on new business generated by any direct sponsored Junior Associate

Broker Associate

Senior Associate

Junior Associate

Broker Associate

Residual Compensation Plan

TIERS	NEW BUSSINESS LIFETIME VOLUME	DIRECT BUSINESS REFERRED COMMISION	OVERRIDE ON EARNINGS OF DIRECT SPONSERED JUNIOR & SENIOR ASSOCIATE
Broker Associate	$1,500,000	Comm. 20% $ 8,400	Tier 1: 5% Tier 2: 5%
Example Tier 1 : Tier 2:	Amount $1,000,000 $1,000,000	Comm. 0% $0 $0	Override $2,100 $2,100

Benefits Overall

- Financial Stability
- Long-Term Rewards
- Motivation and Retention
- Incentive for Client Growth
- Career Advancement
- Team Collaboration
- Alignment with Company Goals

How it Works ?

- **Motivation and Performance:** Our three-tiered commission structure motivates brokers to achieve higher sales targets and perform at their best.
- **Long-Term Earnings:** Residual commissions offer brokers the potential for recurring income, ensuring a stable and rewarding financial future.
- **Team Collaboration:** The plan fosters a collaborative environment, as brokers in higher tiers support and mentor those in lower tiers.
- **Career Advancement:** As brokers progress through tiers, they enjoy increased commission rates and enhanced earning potential.
- **Client Focus:** Brokers are encouraged to build strong client relationships, leading to higher client satisfaction and retention.

Example Calculation

Tier 1: Direct Sales

Commission Rate: 10% on Direct Sales
Description: Brokers in Tier 1 earn a competitive 10% commission on all direct sales they generate. For every successful trade finance transaction, they initiate and close with an end buyer, they receive 10% of the total trade finance amount transaction as their commission.

Tier 2: Direct Sales and Associate Override Tier 1

Commission Rate: 15% on Direct Sales + 5% Tier 1 Overrides
Description: Brokers in Tier 2 enjoy even higher rewards. They earn a 15% commission on all direct sales, and in addition, they receive a 5% commission override on the total trade finance amount for every successful transaction generated by their associate(s) in Tier 1.

Tier 3: Direct Sales and Overrides Tier 1 and 2

Commission Rate: 20% on Direct Sales + 5% from Tier 2 and 5% from Tier 1 Overrides
Description: Brokers in Tier 3 are at the highest level of our compensation plan. They receive a generous 20% commission on all direct sales they make. Furthermore, they benefit from a 5% commission override on the total trade finance amount for each successful transaction generated by their associate(s) in Tier 2 and an additional 5% commission override for each successful transaction generated by their associate(s) in Tier 1.

Responsibilities

Each tier's responsibilities are designed to create a collaborative and supportive environment that encourages mentorship, teamwork, and professional growth. As brokers progress through the tiers, they take on additional leadership and mentoring roles, contributing to the overall success of the programs.

Tier 1: Responsibilities

Residual Commission Compensation Plan

Junior Associate

1st Tier – Basic Level

Tier 1: Direct Sales

1. **Client Prospecting:** Brokers in Tier 1 are responsible for actively identifying and reaching out to potential clients who could benefit from our Trade Finance Programs.

2. **Sales Presentation:** They conduct effective sales presentations to demonstrate the advantages of the Trade Finance Programs and how it can address the specific financing needs of potential clients.

3. **Client Relationship Management:** Brokers in Tier 1 build and maintain strong relationships with their clients, ensuring excellent customer service and addressing any inquiries or concerns promptly.

4. **Onboarding Processing:** They manage the introduction to begin the onboarding and documentation process.

5. **Performance Reporting:** Associates in Tier 1 provide regular reports on their sales activities, progress, and performance to their team leader or sales manager.

Tier 2: Responsibilities

Residual Commission Compensation Plan

Senior Associate
2nd Tier – Intermediate Level

Tier 2: Direct Sales and Associate Tier 1 Override

1. **Client Prospecting:** Brokers in Tier 1 are responsible for actively identifying and reaching out to potential clients who could benefit from our Trade Finance Programs.

2. **Sales Presentation:** They conduct effective sales presentations to demonstrate the advantages of the Trade Finance Programs and how it can address the specific financing needs of potential clients.

3. **Client Relationship Management:** Brokers in Tier 1 build and maintain strong relationships with their clients, ensuring excellent customer service and addressing any inquiries or concerns promptly.

4. **Onboarding Processing:** They manage the introduction to begin the onboarding and documentation process.

5. **Performance Reporting:** Associates in Tier 1 provide regular reports on their sales activities, progress, and performance to their team leader or sales manager.

Tier 3: Responsibilities

Residual Commission Compensation Plan

Broker Associate

3rd Tier – Highest Level

Tier 3: Direct Sales and Associate Tier 1 and Tier 2 Override

1. **Leadership and Guidance:** Brokers in Tier 3 take on a leadership role, providing guidance and direction to brokers in Tier 2 and Tier 1, helping them optimize their performance.

2. **Strategic Planning:** They participate in strategic planning discussions with the management team, contributing valuable insights to improve the overall performance of the Invoice Factoring Program.

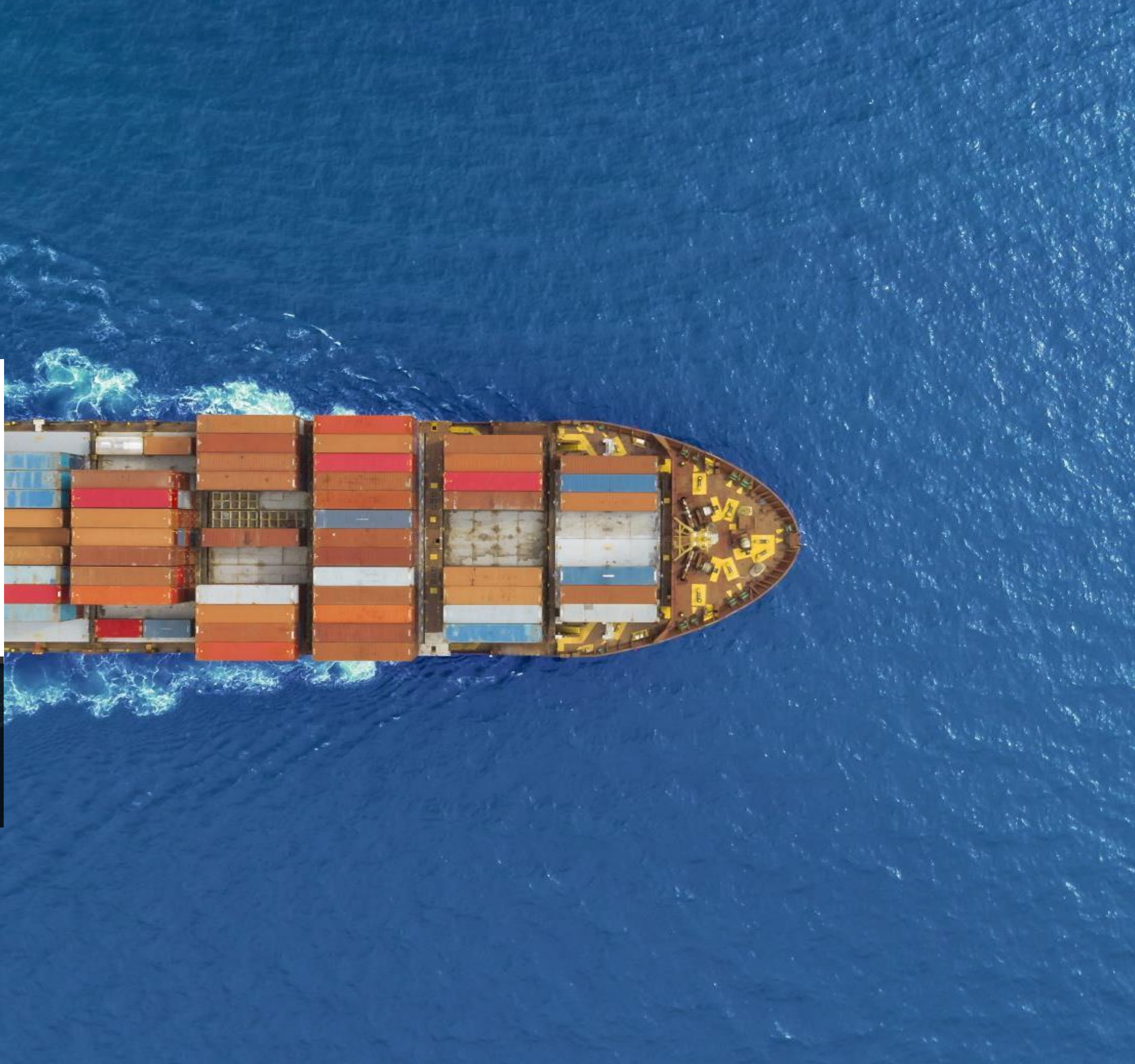
3. **Client Relationship Management (Tier 2 and Tier 1 Overrides):** Brokers in Tier 3 maintain a supportive role in managing client relationships brought in by brokers in Tier 2 and Tier 1, ensuring clients receive outstanding service.

4. **Performance Evaluation:** They assess the performance of brokers in Tier 2 and Tier 1, recognizing their achievements, and identifying areas for improvement.

5. **Promotion of Program:** Brokers in Tier 3 actively promote the Invoice Factoring Program to potential clients and broker associates, fostering business growth.

GO2 FINTRADE

Responsibilities



GO2: Responsibilities

Residual Commission Compensation Plan

Junior Associate
1st Tier – Basic Level

Tier 1: Direct Sales

1. **Training and Onboarding:** The company is responsible for providing comprehensive training and onboarding to brokers in Tier 1, ensuring they have the knowledge and skills required to effectively sell the Trade Finance Programs.

2. **Marketing Support:** The company provides marketing materials, tools, and resources to assist brokers in Tier 1 with their sales efforts, including brochures, presentations, and digital content.

3. **Lead Generation:** The company supports brokers in Tier 1 by providing leads or assisting in lead generation efforts to help them identify potential clients.

4. **Transaction Processing:** The company handles the backend processes of trade finance transactions, including invoice verification, funding, and collections, to ensure a smooth and efficient experience for clients and brokers.

5. **Commission Tracking:** The company manages the accurate tracking and calculation of commissions for brokers in Tier 1, providing transparent reporting to ensure fair compensation.

GO2: Responsibilities

Residual Commission Compensation Plan

Senior Associate

2nd Tier – Intermediate Level

Tier 2: Direct Sales and Associate Override

1. **Continued Training and Development:** The company continues to provide ongoing training and development opportunities to brokers in Tier 2 to enhance their sales skills and leadership abilities.

2. **Associate Relationship Management:** The company fosters a positive environment that encourages collaboration among brokers in Tier 2 and their associates in Tier 1, facilitating effective communication and support.

3. **Performance Monitoring:** The company tracks the performance of brokers in Tier 2 and their associates in Tier 1, providing feedback and assistance to help them achieve their targets.

4. **Associate Compensation:** The company ensures that the commission overrides for brokers in Tier 2 from their associates in Tier 1 are accurately calculated and paid out in a timely manner.

5. **Recognition and Rewards:** The company recognizes and rewards the efforts of brokers in Tier 2 for their mentoring and support to associates in Tier 1, encouraging a culture of teamwork and collaboration.

GO2: Responsibilities

Residual Commission Compensation Plan

Broker Associate

3rd Tier – Highest Level

Tier 3: Direct Sales and Tier Overrides

1. **Leadership Development:** The company invests in leadership development programs to empower brokers in Tier 3 to effectively lead and guide brokers in Tier 2 and Tier 1.

2. **Strategic Planning:** The company involves brokers in Tier 3 in strategic planning discussions, seeking their input on ways to enhance the Trade Finance Programs and drive business growth.

3. **Associate Performance Evaluation:** The company collaborates with brokers in Tier 3 to evaluate the performance of their associates in Tier 2 and Tier 1, recognizing their achievements and providing support for improvement.

4. **Associate Compensation Oversight:** The company ensures that the commission overrides for brokers in Tier 3 from their associates in Tier 2 and Tier 1 are accurately calculated and paid out in accordance with the compensation plan.

5. **Program Promotion and Expansion:** The company works with brokers in Tier 3 to promote the Trade Finance Programs to potential clients and broker associates, expanding the company's client base and network.

Thank You

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