

Power Solutions Independent Affiliate Programme Commission Plan

Simple Exciting and Rewarding

Promoter: Power Solutions 4th Floor, 1 City Place, Queens Road, Chester. CH1 3BQ

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One-page business summary

	LEVEL	Description	Commercial Gas, electricity, telecoms, water, energy reduction		Residential	
			Acquisition	Renewal	Single fuel gas or electricity	Dual fuel gas and electricity
You earn Commission from all the customers you introduce personally.	0	Introduce leads and other Affiliates into your team	30%	30%	£15	£30
You earn commission from all the customers introduced by the Affiliates you personally introduce	1		5%	5%	RESIDENTIAL* *You personally receive a 'one time' payment when a referred customer agrees a contract that goes live with a residential supplier. Currently, Power Solutions pay 88% of the total commission received from the residential suppliers to the Affiliate. Renewal commission is paid subject to the new residential contract type and terms.	
You earn commission from all the customers of the Affiliates that have been introduced by your Affiliates	2		5%	5%		

- There are no costs to become a Power Solutions Affiliate
- Just work the hours that suit you
- You will have access to our friendly office support staff
- Simply submit your leads through your personal online portal
- Our Power Solutions team negotiate the best value contract for your referral
- Commissions are paid to you on the 15th of the month, approximately 2 months after the site has gone live.
- You can also earn a long-term income from contracts that renew with us

Please take a look at the Commission Plan outlined in this document to see details of how you can maximise commission on personally introduced leads and the leads introduced by Affiliates in your team.

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Disclaimer:

The earnings stated in this document are not necessarily representative or typical of the earnings a Power Solutions Independent Affiliate (IA) can or will earn through participation in the Commission Plan. These statements should not be considered as guarantees or projections of your actual earnings/profits. As with any other independent business, success results only from dedicated hard work, diligence, and leadership.

Introduction

Power Solutions (UK) Ltd is one of the top 10 independent energy brokers in the UK.

Mission & Vision

Our vision is to provide Independent Affiliates with an opportunity to earn a long-term residual income by working with people they know, like and trust.

At Power Solutions, we are combining our outstanding industry experience with a new state of the art technology platform to create an exciting new business opportunity. Presenting you with the chance to build an extra income stream.

Our mission is to reach over 1 million households and 100,000 UK businesses, providing them with the best value essential services

Values

Our values are to work with people we know, like, and trust. We believe in building quality relationships with our customers through trusted and trained Independent Affiliates who know, like, and trust us in return.

We believe in team work, shared effort, and shared rewards.

So, who are Power Solutions?

In short, we are energy and utility brokers. Family run and privately owned, for over 15 years Power Solutions has successfully helped thousands of UK businesses to find the best value solutions for their essential services.

We bring bespoke solutions to businesses and residential users. Since 2004, Power Solutions have been building trusted relationships with over 26 leading suppliers, allowing them to offer a full impartial market review and choice to their customers.

What do we offer?

For commercial clients, we focus on finding the best value gas, electricity, water and telecommunication services, also providing customers with innovative energy reduction solutions and technology. A professionally trained in-house team and trusted partners provide, a clear overview of the market, facilitate seamless supply transfers and provide bespoke aftercare.

For residential customers we provide a comparison platform to help customers find the right deals on gas and electricity for their home.

What is an Affiliate?

Put simply, an Affiliate is someone who refers business to Power Solutions.

Our Affiliates have the opportunity to build their own business and grow a long-term residual income, whilst helping commercial and residential customers find the best value for their everyday essential services.

The Market - Just how big is it

Huge!

Every single second, businesses and households in the UK use energy, telecoms, water, and other essential services - think everything from your home, neighbours, local pub right through to factories and large offices.

67%*

Did you know that 67% of micro and small businesses use an energy broker to agree their energy contracts? Businesses know that brokerages, such as Power Solutions, are out there to help them source their next contract; help to guide them in the right direction.

59%*

Did you know that 59% of UK businesses chose not to change their tariff or supplier in the last 12 months? This means that there are plenty of businesses that could benefit from looking at their current energy contracts.

This provides incredible potential for you as an Affiliate.

*Figures sourced from OFGEM Micro and Small Businesses Survey 2018

The Opportunity

Power Solutions aims to provide you with a unique opportunity to build a successful independent business in two simple ways:

1. Rewarding people who refer leads to Power Solutions, which result in contracts being brokered by Power Solutions.
2. Enabling Power Solutions Independent Affiliates to grow their own business by showing others how to do the same, building a team and growing a long-term residual income.

Power Solutions is not just about your success. In building your team and becoming a leader you will be sharing and helping others to achieve their aspirations.

Our opportunity has moved away from complex business models, allowing you to work flexibly around your existing commitments and earn uncapped income.

Joining as an Affiliate

Becoming a Power Solutions Independent Affiliate is straightforward.

To refer business, you must join Power Solutions as an Independent Affiliate. To do this, register through a website link provided by your Sponsor.

A Sponsor is the person who made you aware of Power Solutions. For the purpose of this document we will use the word 'Sponsor' as a term for the person who introduces a new Independent Affiliate.

Every Independent Affiliate that joins us will receive full training and support. However, it is important to point out that each Affiliate, either self-employed or a company, is 'independent'. All Affiliates must work to build their own business and create their own success by gathering leads through referrals and introducing other Independent Affiliates.

All Affiliates who register with Power Solutions receive:

- Training on how to refer business and team building delivered across multiple platforms
- Full access to a Personal Portal with reporting features to help you track your business, portfolio, and income
- News updates about the company and our services
- Access to direct support from our head office-based team
- Online and offline access to calendar events with details of presentations, trainings, and webinar

The Commission Plan

The Commission Plan is the framework document that explains how an Affiliate can earn a short, medium, and long-term income with Power Solutions.

In summary, a Power Solutions Affiliate can do the following two things:

1. Refer new business leads to Power Solutions
2. Introduce new Affiliates to Power Solutions who do the same

An Affiliate can earn income in 4 ways.

- Personal Referral Commission
- Cross Sell Referral Commission
- Team Referral Commission
- Renewal Commissions

1. It is illegal for a promotor or a participant in a trading scheme to persuade anyone to make a payment promising benefits from getting others to join a scheme.
2. Do not be misled by claims that high earnings are easy achieved.

Submitting Leads – Commercial services

Power Solutions Affiliates earn commissions and bonuses by submitting leads which result in a contract brokered by Power Solutions or one of our Trusted Partners when providing either:

a) Complete Customer Information

It is preferable to also provide us with a copy of the relevant bills* (gas, electricity, water or telecoms)

or...

For change of tenancy/ownership (COT)...

b) Complete Customer Information, relevant meters photographs (gas, electricity or water) and a copy of the new tenancy agreement.

The details submitted in the Customer Information should relate to a person with the authority within the business to make decisions. The contact must have given the appropriate General Data Protection Regulation (GDPR) consent. The contact must be expecting a call from and be happy to speak to a Power Solutions broker or one of our trusted partners.

All Customer Information and bills must be submitted online through your Personal Portal.

The minimum requirement for a Customer Information submission is as follows:

- Company name
- Contact first and surname
- Contact telephone number
- Contact email address
- Best time to call

***When submitting bills, please include ALL pages of the relevant bills. These bills should also be recent, no older than 6 months, of the date of submission.**

Power Solutions loves to have the following bills:

- Gas
- Electricity
- Telecoms – (Broadband/Landline/Mobile)
- Water

All Customer Information and bills submitted must meet the criteria outlined above to qualify as a valid lead submission. All information submitted will need to be approved, valid and verified by Power Solutions, see Useful Terms and Definitions for full details.

Submitting Leads – Residential services

Power Solutions Affiliates earn commissions by inviting residential leads to compare and switch their domestic energy electricity and/or gas supplier.

Log into your Affiliate personal portal Domestic services page then:

- enter the email address of your lead and send them the link

The email address entered should relate to a person with the authority to make decisions for this residence (home). The contact must have given the appropriate General Data Protection Regulation (GDPR) consent, expect and be happy to receive the link.

The person receiving the link should click on the link and follow the instructions on screen, starting with entering their post code, followed by other information that can be found on their latest gas and/or electricity bill/s.

The customer will have a comparison choice of over 70 different residential energy suppliers. Each suppliers offer is detailed along with the terms and conditions, allowing the customer to make an informed decision.

The customer should make their own choice and the Affiliate should not influence in any way the decision.

All Customer invitations must be submitted online through your Personal Portal.

All links sent must meet the criteria outlined above to qualify as a valid lead submission. All information submitted will need to be approved by Power Solutions, see Useful Terms and Definitions for full details.

Your Referral Commissions

All personal and team referral commissions paid by Power Solutions are generated when a contract, brokered by Power Solutions, goes live with a supplier and are subject to reconciliation.

Personal Referrals

Commercial Gas, Electricity and Water Referral Commission

As a Power Solutions Affiliate, you earn a referral commission when you personally submit a customer lead that agrees to a utility supply contract brokered by Power Solutions.

Commissions from suppliers are paid according to a customer's actual usage. This usage is not accurately known until the end of the contract term.

To enable commission projection, the suppliers use Estimated Annual Consumption (EAC), based on the previous year's consumption or a usage forecast. As consumptions are estimated a customer's usage could be lower or higher than the previous year.

All suppliers reconcile payments made to Power Solutions based on a customer's actual usage. In line with this, Power Solutions reserves the right to reconcile accordingly from an Affiliates total portfolio at any time.

The percentage of gas, electricity, and water referral commission for personally introduced customers is **30%** for:

- Submission of Customer Information

All leads submitted will need to be approved, valid and verified by Power Solutions.

Commercial Telecoms Referral Commission

As a Power Solutions Affiliate, you can earn a Telecoms referral commission when you personally refer a lead who agrees to a telecom supply contract.

Percentage of Telecoms referral commission for personally introduced customers is **30%** for:

- Submission of Customer Information

All leads submitted will need to be approved, valid and verified by Power Solutions.

Commercial Energy Reduction Services (ERS) Cross Sell

As part of our service we work closely with Trusted Partners who are experts in their fields. Together we can help customers identify energy reduction measures and guide towards successful implementation.

Energy reduction services typically include: Biomass, LED, Voltage Optimisation, Power Factor Correction, Monitoring Dashboard, Solar PV, Heat Pumps, Energy Storage, EPC, ESOS, Insulation, Waste Management, and Water Audit.

Commission on brokered ERS contracts is **30%** when you:

- Initially submit Customer Information for a site

All leads submitted will need to be approved, valid and verified by Power Solutions.

Commercial Cross Sell Commission

As a Power Solutions Affiliate, you can earn Cross Sell commission when a lead you personally referred takes on an additional extra service brokered by Power Solutions.

To help you maximise your commission, upon consent from your lead, Power Solutions will offer other available products.

When Power Solutions brokers a contract for an additional product or service you will receive referral commission income.

Commercial Renewal Commissions

Long-term residual income is without a doubt, the most powerful commission that Power Solutions offers, hence the most unique and attractive business opportunities available today.

- You will receive **30%** commission on a renewal brokered by Power Solutions when you have initially submitted Customer Information.

Residential Gas and Electricity Referral Commission

As a Power Solutions Affiliate, you earn a 'one-time' referral commission when you personally introduce a customer that agrees to a residential service utility supply contract brokered by Power Solutions.

The gas and electricity referral commission for personally introduced residential customers is:

- **£15** Single switch gas
- **£15** Single switch electricity
- **£30** Dual switch gas and electricity

The one-time residential gas and electricity referral commission paid by Power Solutions, when a contract is brokered, is 88% of the total commission received by Power Solutions from the suppliers.

This commission is paid to Power Solutions 120 days after a customer has gone live. The commission is paid to the Affiliate in the month after Power Solutions has received payment.

Residential Renewal Commission

- Commission payment you receive when Power Solutions negotiates the renewal contract for a residential customer you introduced
- Payment amount subject to contract type and term

Residential Team Referral Commission

No team referral commission is currently available for residential referrals.

Team Referrals

Commercial Team Referrals Commission

As a Power Solutions Affiliate, you can grow your business by introducing and supporting new Affiliates.

Building a team gives you the opportunity to receive extra income for contracts negotiated by your team down a maximum of **2 levels** below you. Commercial Team referral percentages are as follows:

Level 0 = **30%**

Level 1 = **5%**

Level 2 = **5%**

Commercial Team Renewal & Cross Sell Commission

Receive commissions on the renewal of contracts and cross sell within your team. The percentages paid down up to 2 levels can be seen above.

Your personal portal will help you to manage and monitor your team and personal activity.

Payment Schedules

Commercial Gas, Electricity and Water Commission

Commissions due to you for gas, electricity and water are subject to the contract being live.

- The payment will be made on the 15th of the month, *approximately* 45 days after the contract has gone live and provided Power Solutions have received payment from the supplier.

All suppliers can reconcile payments made to Power Solutions based on a customer's actual usage. In line with this, Power Solutions reserves the right to reconcile accordingly from an Affiliates total portfolio with Power Solutions at any time.

Example:

An Affiliate submits Customer Information and an electricity bill

The estimated Referral Commission at 30% due against a 12-month contract brokered by Power Solutions = **£300**

At the end of the contract, the supplier confirms the actual annual consumption (is higher)

Say **£330** total commission due to the Affiliate

A final payment will be made to the Affiliate of **£30**

Total referral commission paid = **£330**

Projected Income

This is an *estimated figure* based on the estimated consumption used on the contract for the site. The consumption figure is estimated from the invoices and bills provided, or from typical usage for the type of business.

The commission payment amount from suppliers can differ from the projected figure for various reasons, some of these are:

- Customer usage can vary from the time the contract was signed.
- The contract may be delayed in going live.
- A change of tenancy at the property
- The business may cease to trade.
- The customer may not maintain their account.
- Power Solutions may receive late payments from the suppliers.
- The locked in contract may not go live.

Minimum Payment

We will issue payments monthly, should the minimum payment threshold of £10.00 be met.

For example: If for January 2019 you should receive £5.50, (this will not be paid out to you in January), if you were then due to receive £5.50 in February 2019, you will receive £11.00 (January and February's payments accumulated value) as the minimum payment of £10.00 has been reached.

Reconciliation

A supplier may reconcile the account at any time, this often happens at the end of each 12 month period or the end of the contract itself.

When a supplier reconciles the account, it can result in a higher payment due to the Affiliate. This may be because the Customer has a higher usage than estimated in the contract. Alternatively, it can result in them requesting money back if the Customer's usage falls far shorter than expected, this will show on your commission statement as negative number.

A negative reconciliation amount ***will only*** be taken from future payments you are due, *never from your bank account*.

For example: If you have a clawback for £5.00 and you are due to receive a payment of £50.00, you will only receive a payment of £45.00.

Any queries email: support@mypowersolutionsuk.com

Commercial Telecommunications Commission

Commissions due for telecoms will be divided by the term of the contract and paid monthly subject to the contract being live.

Payments will vary according to the customer's monthly usage.

- The first payment will be made the month after Power Solutions receives the first payment from the chosen supplier.

Commercial Energy Reduction Services Commission

Payments will vary according to the specific service provided.

- Paid the month after Power Solutions receives payment from the chosen supplier.

Residential Gas and Electricity Commission

Commissions due for gas and electricity will be paid monthly subject to the contract being live.

- The 'one-time' payment will be made the month after the contract has gone live, provided we have received payment from the supplier.

Value Added Tax (VAT) on commissions

All commissions are calculated and paid net of VAT (Ex VAT).

Please inform Power Solutions if you are VAT registered.

Should an Affiliate be registered for VAT, we will pay VAT at the appropriate rate in addition to any net commission due.

Useful Terms and Definitions

Activation Date the date Power Solutions activates an Affiliates account.

Approved To approve the lead Power Solutions checks that they are not a current customer or lead in processing and that the information submitted is for a commercial site.

Brokered by Power Solutions Refers to a contracted live supply or completed sale negotiated by Power Solutions.

Change of Tenancy (COT) Often referred to as a “COT”, is the process of changing the responsibility of a supply when a customer moves into new business premises and agrees a new contract.

Commercial Services Power Solutions offers to find the best value contracts for its customers across various commercial utility services. These include:

- Gas
- Electricity
- Telecommunications
- Water
- Energy Reduction Services (ERS)

Customer A commercial or residential entity that has agreed and entered a utility service agreement with a Power Solutions supplier and is currently waiting for or using the service.

Customer Information Customer Information should relate to a person with the authority to make decisions within the business. This is a completed online form containing the following mandatory details:

- Company name
- Contact first and surname
- Contact telephone number
- Contact email address
- Best time to call

An Affiliate must provide this form for every lead submission.

End of Contract Date The date the current live contract ends.

Estimated Annual Consumption (EAC) EAC is the estimated energy use for a gas or electricity customer over a twelve-month period. The figure is used to illustrate the estimated cost of a new contract to a potential new customer.

Gas and Electricity Bills These are bills for commercial energy customers; a commercial bill can be identified in several ways including:

- The name on the bill reflects a business entity
- The supplier bills show VAT @ business rate

General Data Protection Regulations (GDPR) the protection of personal data and data protection rights to UK and EU residents. **GDPR** replaced the 1995 EU Data Protection Directive as of May 25, 2018.

Independent Affiliate/ Affiliate an Independent Affiliate, also referred to in this document as an Affiliate, is someone who is registered with Power Solutions and introduces leads. An affiliate must have:

- Joined Power Solutions, accepted the Affiliate Agreement, Terms & Conditions, and Policies & Procedures

- Their registration has been activated

Lead Fully completed Customer Information with corresponding bills (when possible) submitted to Power Solutions.

Legs Each time you personally sponsor an Affiliate this creates a new leg in your team. A leg includes your Personally Sponsored Affiliate and their team.

Letter of Authority (LOA) The document that demonstrates to an energy supplier, that the customer has given the authority for Power Solutions to discuss their commercial utility services account.

Levels Your team consists of your Personally Sponsored Affiliates and the Affiliates they have sponsored and so on. These make up your business. Teams are organised vertically by 'legs' and horizontally by 'levels'.

Live Contract A contract brokered by Power Solutions where the service is now in use with the supplier.

Locked-In Contract Power Solutions has negotiated a contract, and this has been accepted and locked-in by the supplier on the customer's behalf.

Personally, Sponsored Affiliate A Personally Sponsored Affiliate refers to someone you have directly introduced. They will be on the first level of your team.

Renewal contract A contract that has been brokered by Power Solutions to start at the end of the existing current contract.

Residential Services Power Solutions offers a service for the residential (home) customer to seek the best value contracts by comparison across multiple providers. These utility services include:

- Gas
- Electricity

Sponsor the Affiliate who introduces another Affiliate to Power Solutions.

Team Your team consists of Affiliates you sponsored and the Affiliates they have sponsored. Your team can go down infinite levels.

Telecommunications bill This is a Telecommunications bill, broadband or telephone, for a commercial Telecommunication customer, a commercial bill can be identified in several ways including:

- The name on the bill reflects a business entity
- The supplier bills show VAT @ business rate

Valid and Verified To validate the Customer Information and bills Power Solutions checks that each individual bill contains all pages, is clearly legible and is for a service they offer. The broker then contacts the lead to; verify they are happy to engage with Power Solutions and if required obtain a letter of authority (LOA).

Water bill This is a bill for a commercial water customer; a commercial bill can be identified in several ways including:

- The name on the bill reflects a business entity
- The supplier confirming the tariff is a business tariff on the bill
- The supplier bills show VAT @ business rate