



ATTN: AmeriBanc Sales Staff
RE: Compensation Enhancements (Attachment "A")
EFFECTIVE: December 1st, 2013

New Enhanced Compensation

Effective December 1st, 2013 AmeriBanc National has simplified and enhanced our Compensation Program that will pay you each and every week. We still have our Weekly Bonus as well as our Monthly Bonus. We still will pay you "RESIDUALS" on your accounts and we will PAY YOU MORE \$\$ for your self-generated (off board) approvals. The BIGGEST addition is our **NEW BUSINESS CARD LEAD COMMISSION** that will pay you as much as **TWICE** the base commission amount. All you have to do is pick up business cards and turn them in so the call center can call them for you the next day to set you appointments. That earns you as much as twice the base commission.

(This new compensation plan replaces any and all other compensation plans in place.)

Here's how it works:

STILL NO LIMITS:

First, there still is no limit to your income in any week or month!!! You will earn a commission based on the weekly **APPROVALS**. Bonuses will be based on weekly and monthly totals of approved installations

WEEKLY PAY:

AmeriBanc is going to pay you EVERY SINGLE WEEK!!! For every **APPROVAL** you get in a calendar week, we are going to pay you the very next FRIDAY! You will receive **4-5 PAYCHECKS DEPENDING ON THE MONTH!!!**

	<u>Self Gen/Business Card</u>	<u>Call Center Set</u>
* Approved account Base Commission	= \$ 100	\$ 100
* Business Card/Self Generated BONUS <small>*(\$50 on Approval + \$25 at 15 approvals + \$25 more if 20 Approvals/Month End)</small>	= \$ 100*	
* \$59 Application Fee Collected and Received by ABN <small>(Must include Cancellation Letter & Merchant Statement if they currently Process)</small>	= \$ 50	\$ 50
* Application Fee Bonus <small>*(If \$59 collected then \$25 at 15 approvals + \$25 more at 20 Approvals/Month End)</small>	= \$ 50*	\$ 50*
* FanMinder Marketing Service @ \$29.95/mo <small>(-\$25 for each \$5 reduction - \$14.95 minimum = \$25 commission)</small>	= \$ 100	\$ 100
TOTAL BASE	\$ 400.00	\$300.00

OPTIONAL Value Added Services

* Electronic Check Imaging Deposit and Guarantee	= \$ 50 additional commission
* Restaurant.com Marketing Service	= \$ 50 additional commission
* Merchant Card Program @ \$19.95/month	= \$ 25 additional commission
* On Deck Merchant Loan	= \$ 150 additional commission

Up to \$275.00 in additional commission **(\$675 potential)**

- ❖ *It is AmeriBanc National's intent that Fanminder Marketing Service be sold with any/all merchant accounts that have a physical location. I.e. customers in store location. Other Value Added services are on an as-applicable basis so are considered "Optional".

- ❖ Base Commission can go as low as \$50 per account sold/approved. i.e. sold account is from a Call Center Appt or Business Card/Self Gen and No application fee collected and no Fanminder sold AND standard pricing was altered to make the account less profitable.

Approved Account = Qualifying Accounts are retail/restaurant/wireless/MOTO (only if had a stand-alone MOTO before) service SIC's that do not include multiple MID's per terminal or multiple TID in same location. Straight Reprograms of existing equipment with NO Free Placement provided DO qualify for commission as long as they have full standard fee structure.

Full Valued Account = Our standard hard coded fee structure listed on our Schedule of Fee's. If you and or your Regional manager feel that you need to make some adjustments to earn the account then you can adjust them but that could result in a \$25 deduct or as much as a \$50 deduct based on what all is changed to earn the customer. These accounts will be evaluated on a case-by-case basis to determine value to AmeriBanc. Submitting a processing statement will help if merchant is a larger processing merchant account.

Business Card/Self Generated Bonus = This Bonus is for collecting Business Card leads and sending them into our call center to set you appointments or to cold call and self generate your own sales. \$50 will be paid on the approval then \$25 will be paid at the end of the month if you have 15 approvals and another \$25 will be paid if you have 20 approvals at month end for a total of \$100.

Application Fee Received = This is our standard \$59 application Fee. Anything lower needs to be approved by your Regional Manager and will result in you receiving the lower amount collected as your commission. (\$89 for Stand Alone Roam Pay Smart Phone accounts)

Cancellation Letter and Merchant Statement = If the merchant is currently Processing, the "Merchant Request to Close Processing Account" form needs to be completed and accompanied by a recent Merchant Processing Statement on ALL ACCOUNTS to help the merchant close their current processing account.

Application Fee Bonus = If the \$59 Application Fee is collected then a bonus of \$25 will be paid at the end of the month if you have 15 approvals and another \$25 bonus will be paid if you have 20 or more Approvals for a total of \$50 extra in bonus.

Fanminder Value Added Service= Qualifying Accounts are retail/restaurant/wireless service SIC's that do not include multiple MID's per terminal or multiple TID in same location. The commissions are as follows. At the standard cost of \$29.95cost you earn \$100. At \$24.95 you earn \$75 and at \$19.95 you earn \$50 and at 14.95 -you earn \$25. Anything under \$14.95 is \$0.00 commission.

Restaurant.com Value Added Service = Qualifying Accounts are restaurant service SIC's that do not include multiple MID's per terminal or multiple TID in same location.

Gift Card Value Added Service= Qualifying Accounts are retail/restaurant/wireless service SIC's that do not include multiple MID's per terminal or multiple TID in same location and sold at \$19.95/month fee schedule.

Check Value Added Service = Qualifying Accounts are retail/restaurant service SIC's that do not include multiple MID's per terminal or multiple TID in same location.

On Deck Merchant Loan Value Added Service= Qualifying Accounts are retail/restaurant/wireless service SIC's that do not include multiple MID's per terminal or multiple TID in same location.

NEW INCREASED WEEKLY & MONTHLY EXPENSE BONUS

WEEKLY BONUS:

We have simplified the weekly approval bonus. We will pay you a \$100 Bonus on your 5th approved sale for the week and an increase for each approved sale for the week beyond that. That means you make more money the more you sell each and every week.

- 5 Approvals in the week = \$100 Bonus 8 Approvals in the week = \$300 Bonus
- 6 Approvals in the week = \$150 Bonus 9 Approvals in the week = \$400 Bonus
- 7 Approvals in the week = \$200 Bonus 10 Approvals in the week = \$500 Bonus

MONTHLY BONUS:

The more you sell weekly the more your monthly bonus will increase. We have increased the Monthly Bonus at the higher levels.

16 Approvals in the month = \$150 Bonus	35 Approvals in the month = \$1000 Bonus
20 Approvals in the month = \$200 Bonus	40 Approvals in the month = \$1500 Bonus
25 Approvals in the month = \$500 Bonus	45 Approvals in the month = \$2000 Bonus
30 Approvals in the month = \$750 Bonus	50 Approvals in the month = \$2500 Bonus

RESIDUAL INCOME

AmeriBanc National receives residuals on all profitable accounts that process with our company on a monthly basis. You can earn residuals paid on a monthly basis based on the same number of installed deals like we have always had. 15 approvals in a month will earn a 7% residual, 20 is 10%, 25 is 12%, 30 is 15%, 35 is 20%, 40 is 25%, 45 is 30% and 50 is 35% of the AmeriBanc Residuals. Residuals will be paid by the end of the following month. (Example... January will be posted on line and paid by the end of February)

CONTINUED RESIDUAL INCOME

For the true entrepreneurs that want ALL the residuals, we will HELP YOU GET THEM! For the Merchant Consultants that want to write accounts ON THEIR OWN and GET ALL THE RESIDUALS, you can still earn the same residual for 6 months AFTER YOU'VE GONE ON YOUR OWN! AmeriBanc provides this income potential to help bridge the income until your 50% Residuals start coming in STRONG! The same production requirements apply for the first 6 months after Independent Merchant Consultant transfers out of IMC program and enter into the agent/ISO program for AmeriBanc National LLC.

Take a look at the Annual Estimator for Monthly Sales Levels
(Examples only – actual commissions will vary by real production performed)

1.) Production Level of 20 – 20 Approvals per month (5/week)

$\$ 2000 = 10 \times \$ 200$ Bus Card Lead per approval (50% of the time)
 $\$ 1000 = 10 \times \$ 100$ Normal Com. Per approval (50% of the time)
 $\$ 1000 = 10 \times \$ 100$ Fanminder Value added service (50% of the time)
 $\$ 250 = 5 \times \$ 50$ Restaurant.com added service (25% of the time)
 $\$ 250 = 10 \times \$ 25$ Value Added Service (On Deck , Check & Gift/Loyalty) (50% of the time at least one)
 $\$ 1800 = 18 \times \$ 59$ App Fees (90% of the time = 18 accounts)
 $\$ 600 = 1 \times \$ 600$ Weekly/Monthly Expense Bonus for hitting 20+ Approvals/mo
 $\$ 6900 =$ Monthly Compensation Estimate
 $+ \$3900$ First Year Residual

\$86,700 Annually = 12 x \$6900/month + \$3900 1st Year Residual

2.) Production Level of 25– 25 Approvals per month (6.25/week)

$\$ 2600 = 13 \times \$ 200$ Bus Card Lead per approval (50% of the time)
 $\$ 1200 = 12 \times \$ 100$ Normal Com. Per approval (50% of the time)
 $\$ 1300 = 13 \times \$ 100$ Fanminder Value added service (50% of the time)
 $\$ 300 = 6 \times \$ 50$ Restaurant.com added service (25% of the time)
 $\$ 300 = 12 \times \$ 25$ Value Added Service (On Deck , Check & Gift/Loyalty) (50% of the time at least one)
 $\$ 2200 = 22 \times \$ 59$ App Fees (90% of the time = 22 accounts)
 $\$ 1150 = 1 \times \1150 Weekly/Monthly Expense Bonus for hitting 25+ Approvals/mo
 $\$ 9050 =$ Monthly Compensation Estimate
 $+ \$5850$ First Year Residual

\$114,450 Annually = 12 X \$9050/month + \$5850 1st Year Residual

3.) Production Level of 30 – 30 Approvals per month (7.5/week)

$\$ 3000 = 15 \times \$ 200$ Bus Card Lead per approval (50% of the time)
 $\$ 1500 = 15 \times \$ 100$ Normal Com. Per approval (50% of the time)
 $\$ 1500 = 15 \times \$ 100$ Fanminder Value added service (50% of the time)
 $\$ 400 = 8 \times \$ 50$ Restaurant.com added service (25% of the time)
 $\$ 375 = 15 \times \$ 25$ Value Added Service (On Deck , Check & Gift/Loyalty) (50% of the time at least one)
 $\$ 2700 = 27 \times \$ 59$ App Fees (90% of the time = 27 accounts)
 $\$ 1750 = 1 \times \1750 Weekly/Monthly Expense Bonus for hitting + Approvals/mo
 $\$ 11,225 =$ Monthly Compensation Estimate
 $+ \$8775$ First Year Residual

\$143,475 Annually = 12 x \$11,225 /month + \$8775 1st Year Residual

4.) Production Level of 35 – 35 Approvals per month (8.75/week)

$\$ 3600 = 18 \times \$ 200$ Bus Card Lead per approval (50% of the time)
 $\$ 1700 = 17 \times \$ 100$ Normal Com. Per approval (50% of the time)
 $\$ 1800 = 18 \times \$ 100$ Fanminder Value added service (50% of the time)
 $\$ 450 = 9 \times \$ 50$ Restaurant.com added service (25% of the time)
 $\$ 425 = 17 \times \$ 25$ Value Added Service (On Deck , Check & Gift/Loyalty) (50% of the time at least one)
 $\$ 3100 = 31 \times \$ 59$ App Fees (90% of the time = 31 accounts)
 $\$ 2400 = 1 \times \2400 Weekly/Monthly Expense Bonus for hitting 20+ Approvals/mo
 $\$ 13,025 =$ Monthly Compensation Estimate
 $+ \$13,650$ First Year Residual

\$169,950 Annually = 12 x \$13,025/month + \$13650 1st Year Residual

5. Masters Level Production

– 40 Approvals per month (10/week)

\$ 4000 = 20 x \$ 200 Bus Card Lead per approval (50% of the time)

\$ 2000 = 20 x \$ 100 Normal Comm. Per approval (50% of the time)

\$ 2000 = 20 x \$ 100 Fanminder Value added service (50% of the time)

\$ 500 = 10 x \$ 50 Restaurant.com added service (25% of the time)

\$ 500 = 20 x \$ 25 Value Added Service (On Deck, Check & Gift/Loyalty) (50% of the time at least one)

\$ 3600 = 36 x \$ 59 App Fees (90% of the time = 36 accounts)

\$ 3500 = 1 x \$3500 Weekly/Monthly Expense Bonus for hitting 40+ Approvals/mo

\$ 16,100 = Monthly Compensation Estimate

+ \$19,500 First Year Residual

\$212,700 Annually

= 12 x \$16,100/month + \$19,500 1st Year Residual

Employment Status Notice:

All AmeriBanc National LLC's Sales Staff (Independent Merchant Consultants) are 1099 Independent Contractors and are compensated as such. There are no requirements that our 1099 IMCs have to attend meetings, conference calls, or participate in any training events of any kind. Nothing contained in our training materials, compensation guidelines or Independent Contractor Agreement should be construed as creating a W-2 (taxable employee) relationship. I understand that I am solely responsible for the payment/remittance of any/all (if any) income taxes payable to the state in which I reside and the federal government (Internal Revenue Service).

AmeriBanc National LLC does provide an Appointment Lead program that IMC's can participate in but are not required to participate in. AmeriBanc National LLC does not provide Appointment Leads to all IMCs that request appointments. Because of the very high cost of providing Appointment Leads, AmeriBanc National LLC does request that all Appointment Leads be run at the time they are set and that the 1099 Independent Contractor call in from the Appointment Lead for Call Center Quality Control purposes. Failing to meet request does not alter employment status.

This should not be construed as a change in employment status as any/all IMCs may elect on a daily basis to participate or not participate in Appointment Lead Program and AmeriBanc National may elect in a similar fashion to provide or not provide Appointment Leads.

AmeriBanc National strives to provide support and information on an as-needed basis via website, email, voluntary training conference calls and any other medium that is available and reasonable to use for such purposes. The Independent Merchant Consultant is solely and completely in control of their level of participation and should not, under any circumstances, construe invitations to meetings, web-based materials or information, or any other communication of any kind to change the fundamental nature of their employment status to anything other than 1099 Independent Contractor without the specific and written provision of an employment agreement by AmeriBanc National LLC.

I have read and fully understood the above compensation guidelines and specifically "Employment Status Notice" and understand and agree that I am participating as a 1099 Independent Contractor and have the ability to participate or not participate at my sole discretion in the various support programs that AmeriBanc National offers such as, but not limited to: Appointment Leads, Web-Based Training, Conference Calls, emails, etc.

Signature _____ Date _____

Printed Name _____