

INDEPENDENT CONTRACTOR

IC

Independent Contractor

Building your Enterprise

Criteria

- IC agreement
- Australian Business Number (ABN)
- Attend and complete training on client/product and compliance

Contractor activity

- Nominate work availability
- Request territory
- Conduct sales
- Reconcile weekly recipient created invoice (RCI)

Contractor opportunities

- Register to access meetings, seminars and workshops
- Network with other ICs/BCs

Revenue

1. Marketing Service Fees
Negotiated IC Marketing Service Fee (MSF) on acquisitions/sales
2. Incentive programs
A variety of Incentive programs that may be implemented by the Marketing Company from time to time

ICA

Independent Contractor Advanced

Building your Business

Criteria

- Criteria of IC, and
- Achieve negotiated sales target

Contractor activity

- Nominate work availability
- Request territory
- Conduct sales
- Reconcile weekly recipient created invoice (RCI)
- Consult to/mentor/network with ICs who are new to the industry

Contractor opportunities

- Register to access meetings, seminars and workshops
- Network with other ICs/BCs

Revenue

1. Marketing Service Fees
Negotiated IC Marketing Service Fee (MSF) on acquisitions/sales
2. Incentive programs
A variety of Incentive programs that may be implemented by the Marketing Company from time to time

BUSINESS CONTRACTOR

BC

Business Contractor

Managing your Enterprise

Criteria

- Business Contractor Agreement
- Business name registered
- Business bank account
- Submit business plan
- \$3,000 gross profit generated for MC on IC organisation for 2 consecutive weeks
- IC organisation to comprise of 3 ICAs to whom you consult

Contractor activity

- Nominate work availability
- Request territory
- Conduct sales
- Provide weekly business invoice
- Consult to/mentor/network with other ICs in the industry

Contractor opportunities

- Submit weekly availability schedule
- Register to attend meetings/seminars and workshops
- Introduce new ICs to the industry
- Register to access Marketing Company location to conduct seminars and workshops with ICs

Revenue

1. Marketing Service Fees
Negotiated BC Marketing Service Fee (MSF) on acquisitions/sales
2. Incentive programs
As notified in an Incentive Notice
3. Business Contractor Incentive
As negotiated and agreed in a Business Contractor Incentive Notice
4. The Future Investment Incentive
As negotiated and agreed in a Future Investment Incentive Notice

BCA

Business Contractor Advanced

Managing your Enterprise

Criteria

- Submit a business plan
- Renegotiate fees
- Achieve sales target as agreed in the Business Contractor Incentive Notice
- \$6,000 gross profit generated for MC by your IC organisation for 2 consecutive weeks
- IC organisation to comprise of 6 ICAs to whom you consult

Contractor activity

- Nominate work availability
- Request territory
- Conduct sales
- Provide a weekly business invoice, where applicable
- Consult to/mentor/network with other ICs in the industry

Contractor opportunities

- Submit your weekly availability schedule
- Register to attend meetings, seminars and workshops
- Introduce new ICs to the industry
- Register to access Marketing Company location to conduct seminars and workshops with ICs
- Register to access business enterprise workshops with the Marketing Company

Revenue

1. Marketing Service Fees
Renegotiated BC Marketing Service Fee (MSF) on acquisitions/sales
2. Incentive programs
As notified in an Incentive Notice
3. Business Contractor Incentive
As negotiated and agreed in a Business Contractor Incentive Notice
4. The Future Investment Incentive
As negotiated and agreed in a Future Investment Incentive Notice

MARKETING COMPANY

MC

Marketing Company

Building your Enterprise

Criteria

- Incorporate your proprietary limited company (Marketing Company)
- As a BCA, your IC organisation generates \$6,000 gross profit for MC for 2 consecutive weeks
- Have a minimum of 6 ICAs in your IC organisation to whom you consult
- \$20,000 in business bank account
- Submit business plan
- Marketing Service Agreement with Head Contractor (HC)
- Attend a new MC meeting hosted by HC
- HC approved campaign and territory allocated
- MSA bond of \$15,000

Marketing Company activity

- Co-ordinate your sales business
- Weekly schedules of daily meetings, seminars and workshops
- Provide allocations of work to ICs
- Request territory/pieces of work
- Recruit new independent sales contractors
- Conduct client, product and compliance training for ICs
- Perform company administration responsibilities

Marketing Company opportunities

- Opportunity to access Marketing Company networking and divisional meetings and calls
- Access to business development meetings with HC
- Opportunity to subscribe to HC trade packs
- Opportunity to utilise the support services of HC, on a fee-for-service basis

Revenue

1. Marketing Service Fees as per Marketing Service Agreement

Negotiated MC Marketing Service Fee (MSF) on acquisitions/sales

2. Incentive programs

As notified in an Incentive Notice

3. Growth Incentive Payments (GIPs)

As negotiated and agreed in a Growth Incentive Payment Notice

MC

Marketing Company

Consulting to your organisation

Enterprise Consultant - Level 1

- Development and support of new business
- Operating with at least one advanced Marketing Company in MC organisation
- Coaching/mentoring skills
- Consultations
- Organisational meetings and conference calls
- Key Performance Indicators
- Earn between 2% & 4% on the MSF generated by the MC(s) you are consulting to **1+ MCs**

Enterprise Consultant - Level 2

- Focus on building and developing MC organisation
- Expand MC organisation to 4 MCs
- Overseeing MC organisation
- Further development of business support and coaching
- Involved with clients and product development
- Earn between 4% & 6% on the MSF generated by the MCs in your MC organisation **4+ MCs**

Enterprise Consultant - Level 3

- Expand MC organisation to 20 MCs
- Coordinate and manage a large organisation
- A structured plan for expansion of MC organisation
- Closer involvement with clients, products and Head Contractor management
- Facilitate meetings and workshops
- Earn up to 6% on the MSF generated by the MCs in your MC organisation **20+ MCs**



**BUILDING
YOUR
ENTERPRISE**
for Independent
Contractors

This document is provided for guidance only. It has been adapted by the Marketing Company as a resource for any Independent Contractors choosing to seek information on structuring and developing their businesses.

