

ERC OPPORTUNITY

Commissions are Calculated based on the Bottom Line Concepts fee charged to the business which ranges from 15-30% of the refund/grant. The fee will be determined and decided by Bottom Line based on the size of the business and other factors in their model. This will be reported directly in your iHub ERC back office throughout the process.

The IHUB ERC Commission Plan is an exciting opportunity that rewards you for referring businesses that are interested in learning about their ability to qualify for ERC to Bottom Line Concepts.

Commissions are based on the fee agreed upon between the referred business and Bottom Line Concepts. The amount of refund/grant the business is entitled to is based on the specific circumstances of the Business during the pandemic, their previous PPP files, and the number of W2 employees on their payroll.

Examples used to illustrate the iHub ERC Commission Plan are based on average refunds and negotiated fees supplied from Bottom Line concepts from their results with over 15,000 businesses.

The Example of a business receiving a \$300,000 refund/grant (which they say is their average refund/grant amount) is based on a Business with 20 W2 employees.

Individual results will vary depending on their communication skills, commitment levels and marketing skills of each Affiliate.

There will certainly be Affiliates who will earn less while others will earn much more. We're excited about the IHUB ERC Opportunity and Commission Plan and we believe it will provide you a solid foundation to help join the IHUB community and bring awareness of the ERC program to many businesses that are unaware of their ability to qualify for it.

Direct Referral:

Affiliate Bonus

Infinity Bonus

Direct Referral:

Example: The Business Qualifies for a \$300,000 Refund and Bottom Line's fee is 20%
 $20\% \text{ of } \$300,000 = \$60,000$
will be the basis for the commissions

The Affiliate will receive from 17% to 20% of the \$60,000 fee

That would be \$10,200 to \$12,000



Affiliate who Refers the Business



Business

ERC Ranks	Rank Volume (personal + frontline)	% of Fee Paid
Consultant		17%
Senior Consultant	5 Mil	18%
Sales Manager	25 Mil	18.5%
Regional Manager	50 Mil	19%
Senior Manager	75 Mil	19.5%
ERC Partner	100 Mil	20%

DEAL QUALIFIED: You have submitted a qualified Deal Waiving for 1st 90 days

Rank Volume:
The Combination of Your Personal Deal Volume and your Personally Enrolled Affiliate's Deal Volume

- No more than 50% of Rank Volume can come from your Personally Enrolled Affiliate's Deal Volume

Affiliate Bonus:

DEAL QUALIFIED: You have submitted a qualified deal

Waiving for 1st 90 days

5%

The Enroller of the Affiliate that refers the business will receive 5% of the \$60,000 fee

That would be \$3,000



Affiliate



Affiliate who Refers the Business



Business

Example: The Business Qualifies for a \$300,000 Refund and Bottom Line's fee is 20%
 $20\% \text{ of } \$300,000 = \$60,000$
 will be the basis for the commissions

ERC Ranks	Rank Volume (personal + frontline)	Direct ERC Deals	Affiliate Bonus (Level One)	Infinity Bonus
Consultant		17%	5%	
Senior Consultant	5 Mil	18%	5%	1%
Sales Manager	25 Mil	18.5%	5%	1%
Regional Manager	50 Mil	19%	5%	1%
Senior Manager	75 Mil	19.5%	5%	1%
ERC Partner	100 Mil	20%	5%	1%

Infinity Bonus:

ERC Rank	Personal + Direct	Infinity Bonus:
Consultant		
Senior Consultant	5 Mil	1%
Sales Manager	25 Mil	1%
Regional Manager	50 Mil	1%
Senior Manager	75 Mil	1%
ERC Partner	100 Mil	1%

DEAL QUALIFIED: You have submitted a qualified

Waiving for 1st 90 days

Rank Volume:

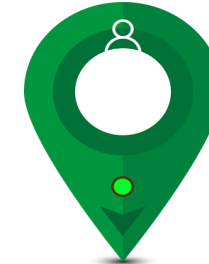
The Combination of Your Personal Deal Volume and your Personally Enrolled Affiliate's Deal Volume

- No more than 50% of Rank Volume can come from your Personally Enrolled Affiliate's Deal Volume

Infinity Bonus:

ERC Ranks	Rank Volume (personal + frontline)	Direct ERC Deals	Affiliate Bonus (Level One)	Infinity Bonus
Consultant		17%	5%	
Senior Consultant	5 Mil	18%	5%	1%
Sales Manager	25 Mil	18.5%	5%	1%
Regional Manager	50 Mil	19%	5%	1%
Senior Manager	75 Mil	19.5%	5%	1%
ERC Partner	100 Mil	20%	5%	1%

Sales Manager 1% (\$600)
= \$600



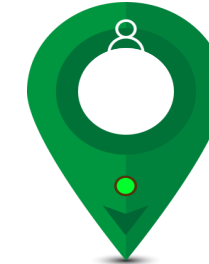
Sales
Manager

5% x \$60,000 = \$3,000
Affiliate Referral +
Sr Consultant 1% (\$600)
= \$3,600



Senior
Consultant

17% x \$60,000 = \$10,200
Direct Referral



Consultant

Example: The Business Qualifies for
a \$300,000 Refund and Bottom
Line's fee is 20%

20% of \$300,000 = \$60,000
will be the basis for the commissions



Business

Infinity Bonus:

ERC Ranks	Rank Volume (personal + frontline)	Direct ERC Deals	Affiliate Bonus (Level One)	Infinity Bonus
Consultant		17%	5%	
Senior Consultant	5 Mil	18%	5%	1%
Sales Manager	25 Mil	18.5%	5%	1%
Regional Manager	50 Mil	19%	5%	1%
Senior Manager	75 Mil	19.5%	5%	1%
ERC Partner	100 Mil	20%	5%	1%

Receives the 1% Sr Consultant and
the 1% Sales Manager Bonuses

$$2\% \times \$60,000 = \$1,200$$

+

The 5% Affiliate Bonus (\$3000)

$$= \$4,200$$



Sales
Manager



Consultant



Business

Example: The Business
Qualifies for a \$300,000
Refund and the fee is 20%
 $20\% \text{ of } \$300,000 = \$60,000$

Infinity Bonus:

The Regional Manager that has enrolled an affiliate that has become a Regional Manager

The enrolling Regional Manager will receive the 5% Affiliate Bonus (\$3000)

+ an additional 3% = \$1,800

(1% Sr Consultant + 1% Sales Manager + 1% Regional Manager)

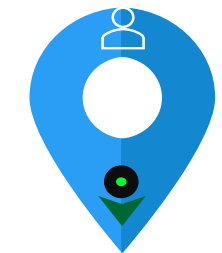
That is a total 8% or \$4,800 on their personal deals!



Regional Manager



Regional Manager



Business

ERC Ranks	Rank Volume (personal + frontline)	Direct ERC Deals	Affiliate Bonus (Level One)	Infinity Bonus
Consultant		17%	5%	
Senior Consultant	5 Mil	18%	5%	1%
Sales Manager	25 Mil	18.5%	5%	1%
Regional Manager	50 Mil	19%	5%	1%
Senior Manager	75 Mil	19.5%	5%	1%
ERC Partner	100 Mil	20%	5%	1%

19% x \$60,000 = \$11,400

You do not receive the Infinity Bonus on your personal deals

Example: The Business Qualifies for a \$300,000 Refund and the fee is 20%
20% of \$300,000 = \$60,000

ERC OPPORTUNITY

Compensation Summary

Commissions are calculated based on the Bottom Line's contingency fee charged to the business which ranges from 15-30% of the total gross refund/grant. The percentages represented below are of that contingency fee.

ERC Ranks	Rank Volume (personal + frontline)	Direct ERC Deals	Affiliate Bonus (Level One)	Infinity Bonus
Consultant		17%	5%	
Senior Consultant	5 Mil	18%	5%	1%
Sales Manager	25 Mil	18.5%	5%	1%
Regional Manager	50 Mil	19%	5%	1%
Senior Manager	75 Mil	19.5%	5%	1%
ERC Partner	100 Mil	20%	5%	1%



Terms

Commissions are Calculated based on the Bottom Line Fee charged to the business which ranges from 15-30% of the refund/grant. The fee will be determined and decided by Bottom Line based on the size of the business and other factors in their model. This will be reported directly in your iHub ERC back office throughout the process.

All ERC Commission Recipients must be Deal Qualified.

Qualified: A submitted deal has been processed and submitted to the government.

DEAL QUALIFIED: You have 90 days from the time you are eligible to receive a commission to get at least one qualified deal personally. After your first qualified personal deal you are qualified for all future earned commissions

Rank Volume:

This is based on the Combination of Your Personal Deal Volume and your Personally Enrolled Affiliate's Deal Volume.

- Additionally, at least 50% of the Rank Volume requirement is coming from your Personally Enrolled Deal Volume.