



Sales Rep Training Commitment & Website Reimbursement Fee

I, _____ will begin my NCSPlus Sales Executive training with NCS on _____. I have completed my Independent Sales Agreement and paid my reimbursable website construction fee of \$395. Website construction includes website hosting and \$395. fee will be returned upon submitting my first paid full system sale to NCSPlus, Inc. Full System sale is a sale I demo on my own for a min. 100 order or larger.

***Reimbursable**
\$395. Web Fee (
Returned with 1st Sale)

Check <input type="checkbox"/>	Credit Card <input type="checkbox"/>	No. _____	Exp. ____ - ____
Check No. _____	Name on Card _____	Code _____	
Amount Charged \$ _____		Signed _____	

The NCSPlus Account Executive Training consists of three parts:

- Initial Website & Sales Training – approximately fifteen hours (*includes calling company provided leads*).
- Field Training – approximately two weeks (*includes scheduling at least two web demos with manager*).
- Advanced Educational Training – making at least one 100 order sale alone (*completing Sales Manual Workbook*).

Initial Website and Sales Training covers implementing the Short Phone Call Script for 10 minute web demos and mastering the website Representative New Order Form and Studying Chapters 2 and 8. A custom Turnkey NCSPlus Account Executive Website will be constructed for me following approval by my Local District or Regional manager and payment of the \$395. Reimbursable Website Construction which includes one year of hosting free. The representative is expected to commit the Short Call Presentation and the Product Demo Presentation to memory and to be familiar with the company prospecting techniques for generating initial sales web demos for the manager and then for themselves.

The representative may give a presentation on his own as quickly as possible after he/she has observed at least two presentations by the manager. The representative must be able to give a web demo of the presentation to the manager’s satisfaction BEFORE he/she gives a presentation by web demo or in the field on their own. If the manager gives a presentation to the representative’s prospect and an order is written, it will be split between the manager and the representative equally. Eg: \$10,000. Sale = \$5,000. Volume on Rep Volume at 25% commission & \$5,000. on Manger Volume. First two demos for training and reps first full sale should be completed within one or two weeks.

Advanced Training covers chapters 3 through 6 of the NCSPlus Sales Manual. The Representative should be able to recite the Short Phone Script (*with objections*), the Presentation and the Sales Closings verbatim to the satisfaction of the manager. The manager reviews how to manage leads, follow-up on prospects and service clients. The Representative should have completed the Training Module Workbook, and the manager will go over the workbook during the Advanced Training. The manager will conclude the session by going over the local sales meeting policies and setting goals for the Representative.

New sales reps will be invited to and expected to attend or review recordings of Manager Web Trainings to improve sales skills.

Understood and agreed,

_____	_____	_____	_____
Sales Account Representative	Date	Manager	Date

Note to NCSPlus Mngr: Please provide a copy of this completed Sales Representative Training Commitment/Reimbursable Website Purchase Fee form to trainee and forward a copy along with the completed Independent Account Representative Agreement, Hiring Application, Jump-Start & Commission Payable Forms to the NCSPlus Home Office via Scan & EMail.