


# Two Tracks. Three Tiers Each. Up to 35% Recurring.

Pilih track per deal. Single attribution rule — no double-dipping. Felix arbitrates conflicts.



**TRACK A · ONE-TIME**

## REFERRAL

Anda intro qualified lead → eJourney close + deliver. Komisi satu kali per deal close.

<b>Standard</b>	Any deal size	<b>10%</b>
<b>Accelerator</b>	Deal ≥ Rp 1 M / 6 bln	<b>15%</b>
<b>★ Elite</b>	Deal ≥ Rp 2 M / 6 bln	<b>20%</b>

*Cocok: HR consultants, brokers, agencies tanpa delivery team*



**TRACK B · RECURRING ANNUAL**

## VAD / PARTNER

Anda sell + close + first-line support. Komisi recurring per tahun selama klien subscribe.

<b>Standard</b>	Any annual book	<b>15%</b>
<b>Accelerator</b>	Book ≥ Rp 2 M / yr	<b>25%</b>
<b>★ Elite</b>	Book ≥ Rp 4 M / yr	<b>35%</b>

*Cocok: System integrators, training agencies dengan delivery*

## Real Earnings — VAD Accelerator (2 klien Growth × 1.000 user)

**YOUR ANNUAL COMMISSION**

Aggregate re tempat acara Anda: Rp 3,6 Miliar/tahun (2 klien × 1.000 user × Rp 150K Growth × 12) · Tier Accelerator (25%) · Komisi tahunan: **Rp 900 juta**

**= Rp 75 juta/bulan recurring (passive after close)**

*Plus consulting fees Anda dari relationship — total bisa 2× lipat. Top tier (Elite, 5 klien Growth = book Rp 9 M): **Rp 262 juta/bulan recurring.***

## Non-Negotiables

**SINGLE ATTRIBUTION**

Satu deal = satu komisi. Track dipilih saat registration — tidak bisa double-dipping

**90-DAY EXCLUSIVITY**

First partner to register lead owns it for 90 hari. eJourney sales team tidak akan pursue.

Referral + VAD.

#### **14-DAY FIRST CONTACT**

Setelah register, first contact dalam 14 hari (logged di CRM). Lewat itu = registration expired. Anti-ghost gaming.

#### **CONVERT PATH (AT CLOSE)**

Referral partner bisa OPT upgrade ke VAD untuk klien itu — forgo one-time, ambil recurring. Pilihan binding.

#### **DECAY RULE (VAD ONLY)**

2 quarter inaktif → komisi turun ke 10%. 4 quarter → 5%. 6 quarter → sunset. Fair runway, tidak punitive.

#### **FELIX ARBITRATES CONFLICTS**

Lead conflict 2 partner → Felix review CRM evidence, decide 72h. Final, appealable sekali ke William factual only.