

Welcome to

wild

Compensation Plan

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Disclaimer:

The earnings stated in this document are not necessarily representative or typical of the earnings a Wild Independent Affiliate (IA) can or will earn through participation in the Compensation Plan. These statements should not be considered as guarantees or projections of your actual earnings/profits. As with any other independent business, success results only from dedicated hard work, diligence, and leadership.

Introduction

Wild is part of Power Solutions (UK) Ltd, one of the top 10 independent energy brokers in the UK.



Mission & Vision

Our vision is to provide Independent Affiliates with an opportunity to earn a long-term residual income by working with people they know, like and trust.

At 'Wild' by Power Solutions, we are combining our outstanding industry experience with a new state of the art technology platform to create an exciting new business opportunity. Wild presents you with the chance of freedom. Freedom to have more time, more income, more choice while also empowering you to share Wild and your success with others.

Our Wild mission is to help 100,000 UK businesses reduce the costs on over 300,000 essential services, continuously working with them to procure the best value for their individual needs.

Values

At Wild, our values are to work with people we know, like and trust. We believe in building quality relationships with our customers through trusted and trained Independent Affiliates who **know, like and trust** us in return.

Wild is part of a family run privately owned company and everyone who joins will be supported and valued.

So, who are Power Solutions?

Put simply, Power Solutions are energy and utility brokers. For over 12 years they have successfully helped thousands of UK businesses to find the best value for their essential services.

Power Solutions brings bespoke solutions to each individual business, focusing on finding the best commercial gas, electricity, water and telecommunication services, while also providing their customers with innovative energy reduction solutions and technology options.

Since 2004, Power Solutions have been building trusted relationships with over 30 leading suppliers, allowing them to offer a full impartial market review and choice to their customers. They believe that finding the right services should be quick and simple. A professionally trained in-house team and trusted partners provide a clear overview of the market, facilitate seamless supply transfers and provide bespoke aftercare.

What is 'Wild'?

Wild by Power Solutions gives you the opportunity to build your own business and grow a long-term income, striving to bring you more choice and freedom. The Wild vision is to help thousands of UK commercial customers source the best procurement value for their everyday essential services.

We have tested and developed our Independent Affiliate referral model for over 3 years, it works!

Our Independent Affiliates embraced this simple way of working and benefited greatly from the rewards achieving this success by simply working with people they know, like and trust.

At Wild we think outside the box and are passionate about people!

We aspire to do things differently. We want to defy the conventional B2B sales model and define a new way of reaching new customers.

The organic growth of our Independent Affiliates has shown us the real potential in developing such a referral channel to give people the ability to generate income and enhance their lifestyle.

We believe in team work, shared effort and shared rewards.

The Market - Just how big is it?

Huge!

Every single second, businesses in the UK use energy, water, telecoms and other essential services - think everything from your local pub right through to factories and large offices.

40%

Did you know that more than 40% of UK businesses are what are typically referred to as "Sleepers" - they have never changed energy suppliers because they believe they already have the best service or that changing is complicated?

This provides incredible potential for all our Affiliates.



The Opportunity



The Wild Opportunity

Wild aims to provide you and people you know with a unique opportunity to have more freedom, money, time and choice by building a successful independent business in two simple ways:

1. Rewarding people who refer leads to Wild, which result in contracts being brokered by Power Solutions.
2. Enabling Wild Independent Affiliates to grow their own business by showing others how to do the same, building a team and growing a long-term residual income.

Wild is not just about your success. In building your team and becoming a leader you will be sharing and helping others to achieve their aspirations.

Every Wild Independent Affiliate is individually unique and will join us from many different backgrounds. Anyone 18 years or older can become a Wild Independent Affiliate.

The Wild opportunity has moved away from complex business models, embracing the latest technology to make it as easy as possible for everyone to benefit. It allows you to work flexibly around your existing commitments and earn uncapped income.

Years of experience have shown that sharing rewards and success works. Be part of this, join us!

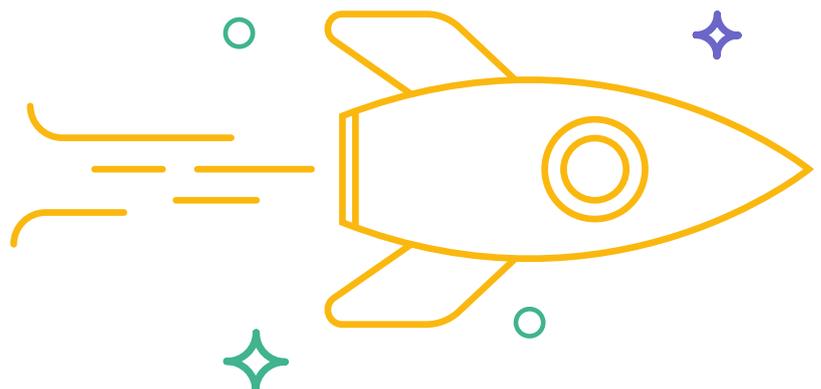
Joining the Network

Becoming a Wild Independent Affiliate is straightforward. Over the next few pages we will explain how to join and what you can expect.

To refer business, you must join Wild as an Independent Affiliate. To do this, register through a website link provided by your Sponsor.

A Sponsor is the person who made you aware of Wild. For the purpose of this document we will use the word 'Sponsor' as a term for the person who introduces a new Independent Affiliate.

Every Independent Affiliate that joins us will receive full training and support. However, it is important to point out that each Affiliate is 'independent'. All Affiliates must work to build their own business and create their own success by gathering leads through referrals and introducing other Independent Affiliates.



Anyone 18 years or older can become a Wild Independent Affiliate.

3, 2, 1...Go

To get you started in the most successful way possible we have put together a short 3-step mandatory assessed training programme for all Wild Affiliates. This is to be completed before you can submit referrals and start building a team.

Independent Affiliate Registration Fee

Every Affiliate who registers with Wild is required to pay a registration and first-year website licence fee. Included in this fee:

- Comprehensive training on how to refer business and team building
- Full access to a Personal Portal with reporting features to help you track your business, portfolio and income
- “My Wallet” feature
- Training delivered across multiple platforms
- Marketing Box including: templates, e-brochures, videos, social media graphics, blog content, network recruitment materials
- News updates about the company and our services
- Access to direct support from our head office based team
- On and offline events calendar access with details of presentations, trainings and webinars

The registration and first-year website licence fee is **£200** including VAT.

Non payment of fees will result in your application being automatically rejected after 30 days, any commission or bonuses generated by personal lead submission or Affiliates introduced in your team are lost permanently.

Annual Renewal Fee

All Affiliate registrations are renewed without obligation at the end of twelve months and every subsequent year starting from the date of activation. This should be paid prior to the anniversary date each year.

The Annual Renewal fee is **£150** including VAT.

The Compensation Plan



The Compensation Plan is the framework document for Wild and explains how an Affiliate using our unique multilevel marketing system can earn a short, medium, and long-term income with Wild. It details the qualifications required to earn a substantial income building an organisation through 10 levels and beyond.

In summary, a Wild Affiliate can do the following two things:

1. Refer new business leads to Power Solutions
2. Introduce new Wild Affiliates who do the same

An Affiliate can earn income in 8 ways:



1. It is illegal for a promotor or a participant in a trading scheme to persuade anyone to make a payment promising benefits from getting others to join a scheme.
2. Do not be misled by claims that high earnings are easy achieved.

In order to receive commission payment, you are required to meet certain qualification and eligibility criteria, see page 26 for details.

Submitting Leads

Wild Affiliates earn commissions and bonuses by submitting leads which result in a contract brokered by Power Solutions when providing either:

Customer Information only, or...

Customer Information and the relevant bills (gas, electricity, water or telecoms)

The details submitted in the Customer Information should relate to a person with the authority within the business to make decisions. The contact must be expecting a call from and be happy to speak to a Power Solutions broker. All Customer Information and bills must be submitted online through your Personal Portal.

The minimum requirement Customer Information submission is as follows:

- Company Name
- Company Type (sole trader, limited company, partnership, charity)
- Company Address
- Company Postcode
- Site Name
- Site Address
- Site Postcode
- Contact First and last name
- Contact Telephone number
- Contact Email address
- Best time to call

When submitting bills, you must include ALL pages of the relevant bills and these must be clear and legible. These bills should also be recent, no older than 6 months, on the date of submission.

Wild accepts the following bills:



Electricity



Gas



Water



Telecoms
(Broadband/Telephone)

All Customer Information and bills submitted must meet the criteria outlined above to qualify as a valid lead submission. All information submitted will be approved, verified and validated by Power Solutions, see terms and definitions for full details.

Building your Business

Fast Start Bonus

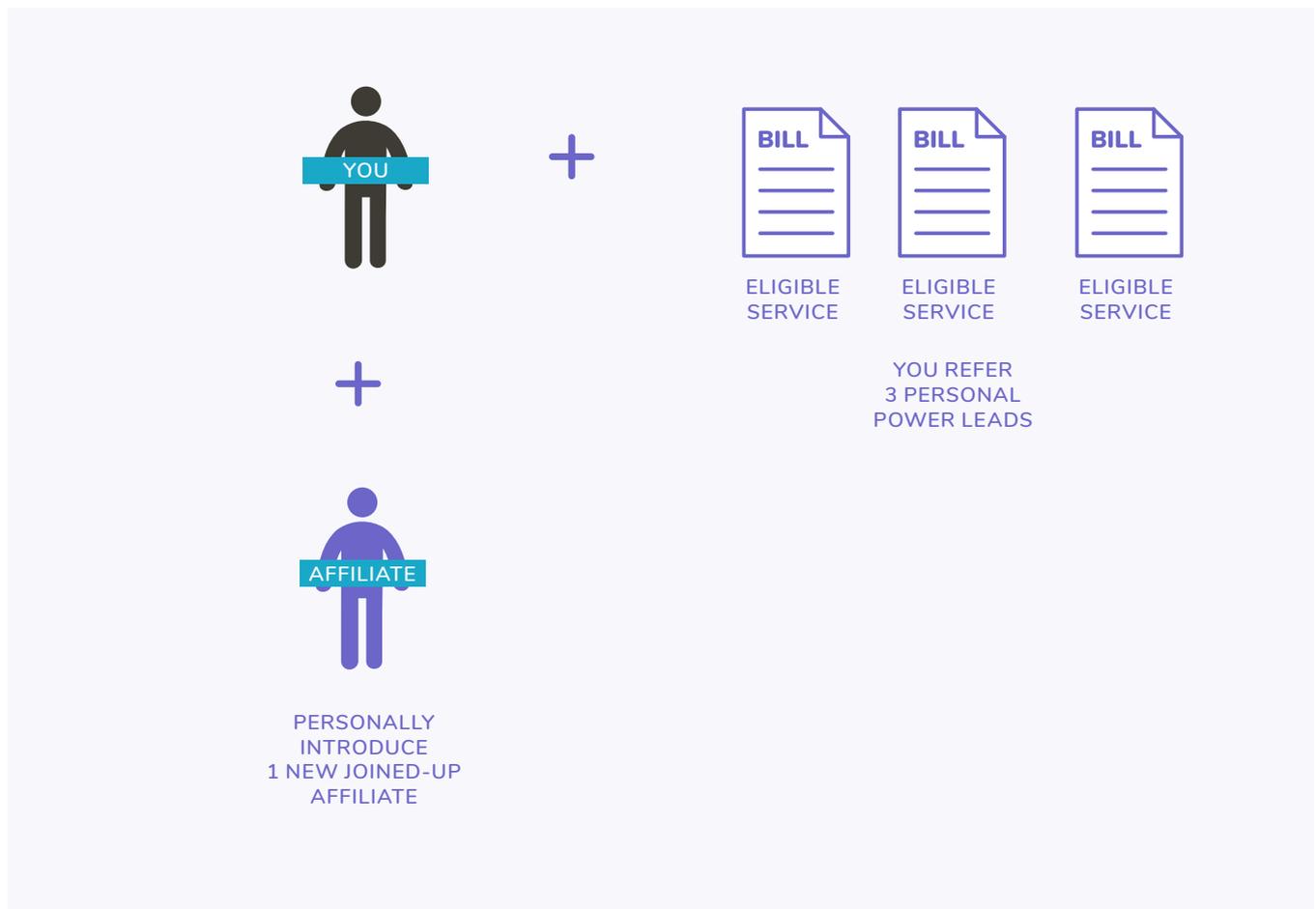
This is a 30-day simple way to receive a one-off bonus payment for getting started quickly. Once you have achieved the following criteria within 30 days of your activation date you will receive a bonus payment of **£50**:

- Introduced 3 new potential customers by submitting 3 Power Leads
- A single Power Lead is new Customer Information submitted with at least one corresponding eligible service bill (gas or electricity). Each bill must have a minimum consumption of 3,000 kWh per month and the end of contract date must be within 24 months of your lead submission date
- Have personally introduced 1 new Joined-up Affiliate
- You must be a Joined-up Affiliate to receive this bonus payment

You are qualified for the Fast Start Bonus once your 3 power leads submitted have been approved, valid and verified by Power Solutions and 1 new Joined-up Affiliate has been accepted within 30 days of your activation date.

Payments will be made 14 days following each qualifying event.

30 days Fast Start Bonus



Kick Start Bonus

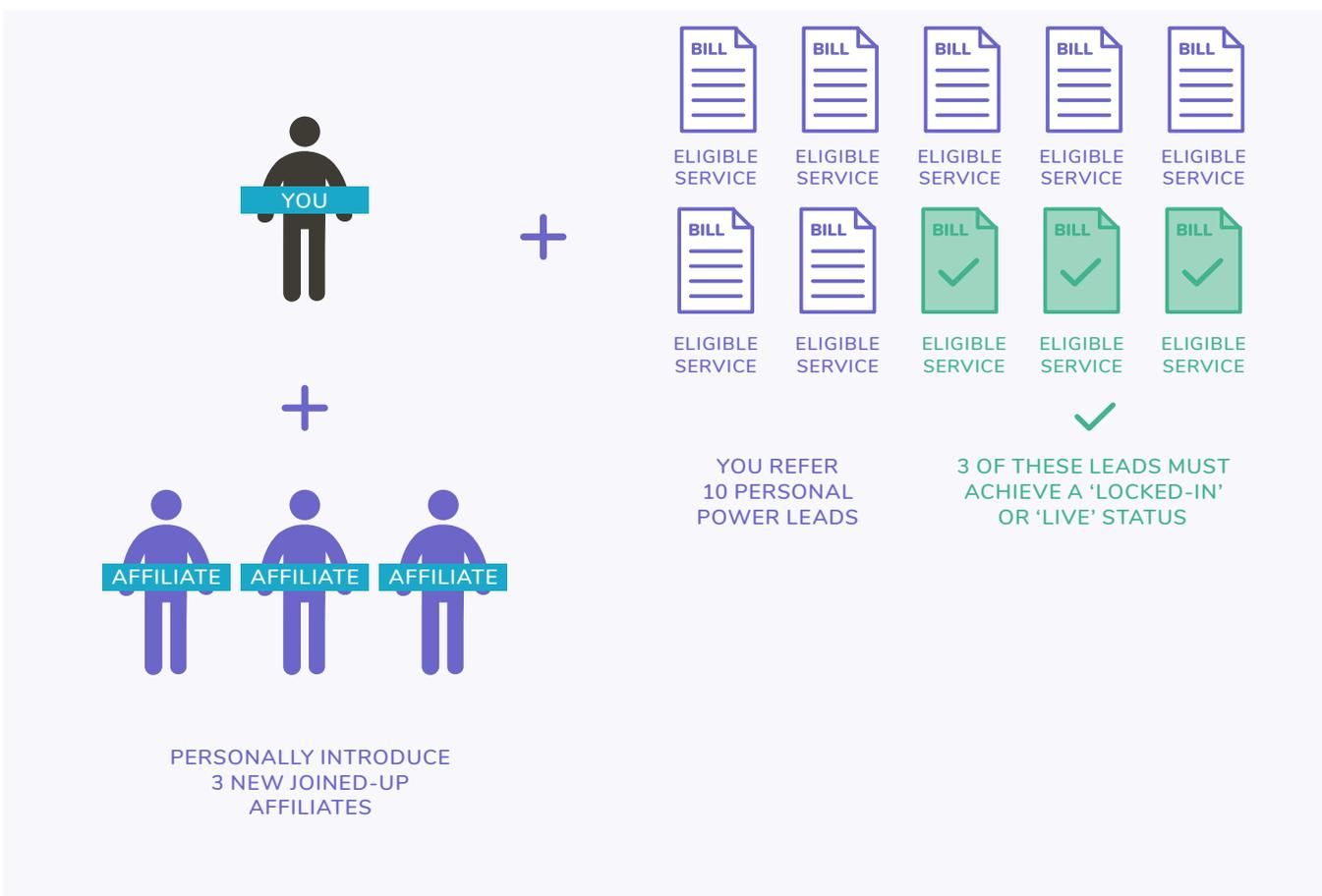
Once you have achieved the following criteria within 90 days of your activation date you will receive a one-off bonus payment of **£150**:

- Introduced 10 new potential customers by submitting 10 Power Leads, 3 of these leads must achieve a 'locked-in' or 'live' status with Power Solutions within 90 days of your activation date
- A single Power Lead is new Customer Information submitted with at least one corresponding eligible service bill (gas or electricity). Each bill must have a minimum consumption of 3,000 kWh per month and the end of contract date must be within 24 months of your lead submission date
- Have personally introduced 3 new Joined-up Affiliates
- You must be an Active Affiliate to receive this bonus payment

You are qualified for the Kick Start Bonus once your 10 power leads submitted have been approved, valid and verified by Power Solutions, when 3 of these leads are in a 'locked-in' or 'live' status and 3 new Joined-up Affiliates have been accepted within 90 days of your activation date.

Payments will be made 14 days following each qualifying event.

90 days Fast Start Bonus



Your Referral Commission



All personal and team referral commissions paid by Wild are generated when a contract brokered by Power Solutions goes live with a supplier and are subject to qualification, eligibility and reconciliation.

Personal Referrals



Gas, Electricity and Water Referral Commission

As a Wild Affiliate, you earn a referral commission when you personally submit a customer lead that agrees to a utility supply contract brokered by Power Solutions.

Total overall commissions from suppliers are paid according to a customer's actual usage. This usage is not accurately known until the end of the contract term.

Suppliers use a calculation based on the Estimated Annual Consumption (EAC) or the previous year's consumption to calculate an estimated commission.

To minimise the risk of adjusted payments being reconciled from an Affiliate's portfolio, i.e. if a customer's usage is lower than the previous year or the EAC, Power Solutions hold **10%** of the estimated commission to provide for discrepancies.

All suppliers are able to reconcile payments made to Power Solutions based on a customer's actual usage. In line with this, Power Solutions reserves the right to reconcile accordingly from an Affiliates total portfolio with Wild at any time.

The percentage of gas, electricity and water referral commission for personally introduced customers is dependent on the initial Customer Information and/or documentation submitted. The referral commission is:

10% Submission of Customer Information only **30–50%** Submission of Customer Information and bills (depending upon usage)

BILL TYPE	ANUAL CONSUMPTION	COMMISSION (PERSONAL PERCENTAGE)
 GAS	under 1 million kWh	30%
	over 1 million kWh	50%
 ELECTRICITY	under 500,000 kWh	30%
	over 500,000 kWh	50%
 WATER		30%

You need to be a Qualified Joined-up Affiliate to receive gas, electricity and water referral commission. All leads submitted will need to be approved, valid and verified by Power Solutions.



Telecoms Referral Commission

As a Wild Affiliate, you can earn a Telecoms referral commission when you personally refer a lead who agrees to a telecoms supply contract brokered by Power Solutions.

10%

Submission
of Customer
Information only

30%

Submission of
Customer Information
and Telecoms Bill

Percentage of Telecoms referral commissions for personally introduced customers are based on the initial documentation submitted for each site.

You need to be a Qualified Joined-up Affiliate to receive telecoms referral commission. All leads submitted will need to be approved, valid and verified by Power Solutions.



Energy Reduction Services (ERS) Cross Sell

As part of our service we work closely with Trusted Partners who are experts in their fields. Together we can help customers identify energy reduction measures and guide towards successful implementation.

Energy reduction services typically include: Biomass, LED, Voltage Optimisation, Power Factor Correction, Monitoring Dashboard, Solar PV, Heat Pumps, Energy Storage, EPC, ESOS, Insulation, Waste Management and Water Audit.

30%

Receive 30% commission on brokered ERS contracts when you have initially submitted Customer Information for a site, along with a gas and electricity bill.

10%

Receive 10% commission on brokered ERS contracts when you have initially submitted only Customer Information or Customer Information with bills for other services for a site.

You need to be a Qualified Joined-up Affiliate to receive cross sell commission. All leads submitted will need to be approved, valid and verified by Power Solutions.

Cross Sell Commission

As a Wild Affiliate, you can earn Cross Sell commission when your personally referred leads agree to an additional contract brokered by Power Solutions for an extra service.

To maximise your commission where possible Power Solutions will offer your leads other services or products from their portfolio. This is provided you have not checked the 'do not cross sell' box for that particular service while submitting your site.

When Power Solutions brokers a contract for an additional product or service for which you have not submitted bills (other than ERS, see details below), you will automatically receive **10%** referral commission income.

If you are submitting Customer Information with at least one service bill you will have the option to tick the 'do not cross sell' box. This means Power Solutions will not attempt to cross sell that particular service. This gives you the option of uploading a bill for any remaining services at a later date.

To maximise your commissions, attach all four bills when initially submitting a site (gas, electricity, water and telecoms if possible).

You need to be a Qualified Joined-up Affiliate to receive cross sell commissions.

Personal Renewal Commissions

Long-term residual income is without a doubt, the most powerful compensation that Wild offers you, making Wild one of the most unique and profitable business opportunities available today.

30% Receive 30% commission on a renewal brokered by Power Solutions when you have initially submitted Customer Information and bills for a site.

10% Receive 10% commission on a renewal brokered by Power Solutions when you have initially submitted Customer Information only for a site.

You need to be a Qualified Joined-up Affiliate to receive renewal commissions.

Team Referrals

Team Referrals Commission

As a Wild Affiliate, you are able to grow your business by introducing and supporting new Affiliates.

Building a team gives you the opportunity to receive an income for leads submitted down a maximum of **10 levels**.

- You are on **level 0**
- To receive commissions on **levels 1 to 10** you need to be an Active Affiliate and meet the qualification requirements for each level

Affiliates within your team who fail to meet the qualification or eligibility criteria, will not receive team referral commission. Any commission generated during this time, will be permanently lost.

Should an Affiliate subsequently qualify, commission will be re-instated going forward.

These commissions are not compressed or rolled up to the next qualified and Active Affiliate in the organisation.

The table overleaf shows the qualification requirements and commission percentages you will earn from team referred leads which result in contracts brokered by Power Solutions.

To receive some of these commissions you will need to have Frontline Active Affiliates who have achieved certain Star Positions. Details of these can be found on page 29.

LEVEL	QUALIFICATION		COMMISSION				
			 Gas	 Electricity	 Gas	 Electricity	   Water Telecoms ERS
	ANNUAL CONSUMPTION						
	Frontline Active Affiliates	PELC	Under 1 Million kWh	Under 500,000 kWh	Over 1 Million kWh	Over 500,000 kWh	
0	Affiliate personal commission profile		10% or 30%		50%		10% or 30%
1	1	1	5%		2%		5%
2	2	2	2%		1%		2%
3	3	3	2%		1%		2%
4	4	4	2%		1%		2%
5	5	5	2%		1%		2%
6	5 and 1 Vega	5	2%		1%		2%
7	5 and 1 Stella	5	2%		1%		2%
8	5 and 1 Nova	5	2%		1%		2%
9	5 and 1 Oberon	5	2%		1%		2%
10	5 and 1 Triton	5	2%		1%		2%

The definition of a Personal Eligible Locked-in Contract (PELC)

This refers to a personally introduced gas or electricity lead which results in a contract brokered by Power Solutions, meeting the following requirements:

- The lead's current end of contract date is within 24 months of the lead submission date.
- Each bill must have a minimum monthly consumption of 3,000 kWh
- The contract must be in locked-in or live status with Power Solutions

You need to be an Active Affiliate and eligible to receive team referral commission.

Team & Cross Sell Renewal Commission

Receive commissions on the renewal of contracts and cross sell within your team. The percentages paid down up to 10 levels can be seen in the table above.

Affiliates within your team who fail to meet the qualification or eligibility criteria, will not receive team renewal & cross sell commission. Any commission generated during this time, will be permanently lost.

Your personal portal will help you to manage and monitor your team and personal activity. We strongly recommend using this tool and focusing on generating new leads along with growing your team to build a 'reserve'.

You need to be an Active Affiliate and eligible to receive team renewal & cross sell commission.

Payment Schedules



Gas, Electricity and Water Commission

Commissions due to you for gas, electricity and water will be divided by the term of the contract and paid monthly subject to the contract being live.

- The first payment will be made the month after the contract has gone live and provided we have received payment from the supplier.

All suppliers are able to reconcile payments made to Power Solutions based on a customer's actual usage. In line with this, Power Solutions reserves the right to reconcile accordingly from an Affiliates total portfolio with Wild at any time.

Power Solutions will hold 10% of the commission based on each contracts estimated annual consumption to minimise the need for adjusted payments or reconciliation.

EXAMPLE

An Affiliate submits Customer Information and an electricity bill

The estimated Referral Commission at 30% due against a 12-month contract brokered by Power Solutions **= £300**

£300 less 10% referral retainer **= £270**

Paid each month for the length of the active contract. **£270 ÷ 12 = £22.50** monthly

At the end of the contract, the supplier confirms the actual annual consumption.

Should the initial estimated annual consumption be correct, a final 13th payment will be made to the Affiliate of £30

+ £30 = £300

Total referral commission paid = £300

13th payment

Telecommunications Commission

Commissions due for telecoms will be divided by the term of the contract and paid monthly subject to the contract being live.

Payments will vary according to the customer's monthly usage

- The first payment will be made the month after Power Solutions receives the first payment from the chosen supplier (approximately 90 days after the contract has gone live)

Energy Reduction Services Commission

Payments will vary according to the specific service sold.

- Paid the month after Power Solutions receives payment from the chosen supplier.

Fast Start, Kick Start and Sponsor Kick Start Bonuses

- They are paid 14 days following each qualifying event.

CDB Bonus

- This is paid the week following qualifying event.

Value Added Tax (VAT) on commissions

All commissionable values are calculated on net of VAT revenue.

Should an Affiliate be registered for VAT, we will pay VAT at the appropriate rate in addition to any net commission due.



Qualification and Eligibility Criteria



Throughout this document we discussed the various qualification and eligibility criteria. To receive payment an Affiliate must meet certain criteria, linked to the relevant income stream. Please refer to the table below:

Qualification and Eligibility Table

INCOME STREAM	CRITERIA	DETAILS
FAST START BONUS	Qualified	You are qualified for the Fast Start Bonus once your 3 power leads submitted have been approved, valid and verified by Power Solutions and 1 new Joined-up Affiliate has been accepted within 30 days of your activation date. You will need to be a Joined-up Affiliate to receive payment.
KICK START BONUS	Eligible and Qualified	You are qualified for the Kick Start Bonus once your 10 power leads submitted have been approved, valid and verified by Power Solutions, when 3 of these leads are in a 'locked-in' or 'live' status and 3 new Joined-up Affiliates have been accepted within 90 days of your activation date. You will need to be an Active Affiliate to receive payment.
SPONSOR KICK START BONUS	Qualified	You are qualified for the Sponsor Kick Start Bonus once your personally sponsored Affiliate has completed a Kick Start that is approved, valid and verified by Power Solutions. You will need to be an Active Affiliate.
GAS, ELECTRICITY AND WATER REFERRAL COMMISSION	Qualified	You need to be a Qualified joined-up Affiliate to receive Gas, Electricity and Water Referral Commission. All leads submitted will need to be approved, valid and verified by Power Solutions.
TELECOMMUNICATIONS COMMISSION	Qualified	You need to be a Qualified joined-up Affiliate to receive Telecoms Referral commission. All leads submitted will need to be approved, valid and verified by Power Solutions.
CROSS SELL COMMISSION	Qualified	You need to be a Qualified Joined-up Affiliate to receive Cross Sell Commissions.
ENERGY REDUCTION SERVICES (ERS) CROSS SELL	Qualified	You need to be a Qualified Joined-up Affiliate to receive Cross Sell Commission. All leads submitted will need to be approved, valid and verified by Power Solutions.
RENEWAL COMMISSIONS	Qualified	You need to be a Qualified Joined-up Affiliate to receive Renewal Commissions.
TEAM REFERRAL COMMISSION	Eligible and Qualified	See table on page 20. You need to be an Active Affiliate to receive Team Referral Commission.
TEAM & CROSS SELL RENEWAL COMMISSION	Eligible and Qualified	See table on page 20. You need to be an Active Affiliate and eligible to receive Team & Cross Sell Renewal Commission.
CUSTOMER DEVELOPMENT BONUS	Eligible and Qualified	You need to be an Active Affiliate Atlas Star Position and above and eligible to receive Renewal Commissions.

Eligibility

To benefit from certain income streams, you will need to be eligible. Eligibility relates to one or more of the following:

- Personal Eligible Locked-in Contracts (PELC)
- Number of frontline active Affiliates you have in your team

In the event that an Affiliate **has lost** their eligibility criteria for the Team Referral Commission and Team & Cross Sell Renewal Commission a **one-time** grace period applies. This will be applied until the following commission payment run. This allows the Affiliate time to take action to ensure that they regain eligibility.

If an Affiliate remains ineligible for longer than the grace period, all payments linked to the eligible income streams will cease until they regain eligibility.

Quarterly Service Qualification

All income streams other than the Fast Start Bonus in Wild will require you to meet the Quarterly Service Qualification.

This requires all Affiliates to get a locked-in new customer every 90 days from their date of activation.

The lead submitted to reach this must consist of Customer Information with at least one corresponding service bill (gas, electricity, water, telephone or broadband).

This lead must be approved, valid and verified by Power Solutions. Failure of the Affiliate to qualify within the 90-day period reverts the Affiliate to 'Dormant' status until the qualification is met. See page 34 for full details.

Commission and Bonus Table

Use this quick and easy chart to identify your current Wild Affiliate position and see which commissions and bonuses you can be eligible and qualified for.

YOUR CURRENT AFFILIATE POSITION	COMMISSION			BONUS			
	Referral	Contract Renewal	Team Referral	Fast Start	Kick Start	Sponsor Kick Start	Customer Development CDB
ACTIVE AFFILIATE ATLAS AND ABOVE	✓	✓	✓	✓	✓	✓	✓
ACTIVE AFFILIATE	✓	✓	✓	✓	✓	✓	✗
QUALIFIED JOINED-UP AFFILIATE	✓	✓	✗	✓	✗	✗	✗
DORMANT/SLEEPING AFFILIATE	✗	✗	✗	✗	✗	✗	✗

Star Positions



There are **6 levels** of promotion that you can achieve within Wild. These positions can be reached either by gathering personal leads only or by gathering personal leads and growing a team who do the same. The higher the position, the greater the earning potential.

6 Levels of promotion which you can achieve within Wild



Wild gives you the flexibility to set your own business goals and work with others to achieve theirs. You decide on the best strategy and from there aim for the stars!

When you have met the criteria for each level, outlined in the table below, you will automatically be promoted.

From Stella Affiliate, to attain the next Star Position you will be required to work with people in different legs of your team to help them reach the same Star Position as you.

Star Position Qualifications:

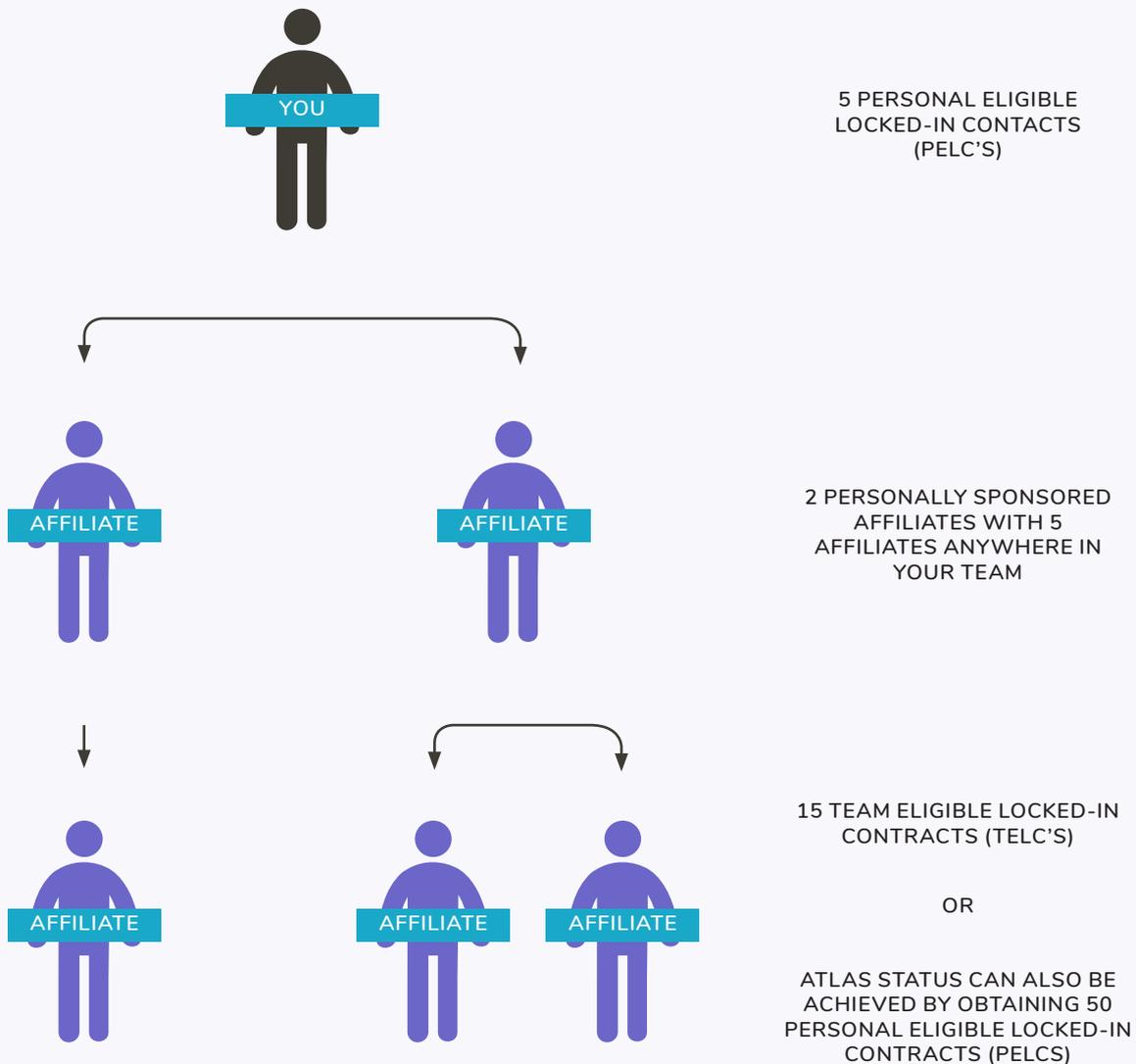
RANKS	QUALIFICATION				
	Personally sponsored Active Affiliates	Active Affiliates in your team	TELCs	PELCs	Lead Gathering Only
					PELCs
AFFILIATE	Register				
ATLAS	2	5	15	5	50
VEGA	3	15	50	5	100
STELLA	6	50	150	5	200
NOVA	6	3 Stella frontline Affiliates in Different Legs	500	5	500
OBERON	6	4 Nova frontline Affiliates in 4 Different Legs	2000	5	750
TRITON	6	5 Oberon frontline Affiliates in 5 Different Legs	5,000	5	1000

The definition of a Team Eligible Locked-in Contract (TELC)

This refers to a gas or electricity lead introduced in your team which results in a contract brokered by Power Solutions, meeting the following requirements:

- The lead's current end of contract date is within 24 months of the lead submission date
- Each bill must have a minimum monthly consumption of 3,000 kWh
- The contract must be in locked-in or live status with Power Solutions

Example of Qualification for Atlas Status



Customer Development Bonus (CDB)

The Customer Development Bonus (CDB) rewards Star Position Affiliates leadership and extends across all levels of one's organisation.

It is paid according to an Affiliates Star Position for Atlas Affiliates and above. It is triggered every time a new Affiliate achieves a Kick Start Bonus within 90 days of their activation date within one's team.

- The CDB bonus is paid monthly
- You need to be an Active Affiliate Atlas Star Position or above and eligible to receive CDB Bonus.

Wherever there are other Star Position Affiliates between you and the Affiliate who has achieved a Kick Start Bonus. They will be paid their relevant share of the CDB bonus.

For example, if you were an Oberon Affiliate and between you and the Affiliate in your team who achieved a Kick Start Bonus, there was a Stella Star Position Affiliate, you would be eligible for the Oberon (+£15) and Nova (+£20) bonus giving you **£35** in total. The Stella Affiliate will receive **£90** as a CDB bonus.

	AFFILIATE STAR POSITIONS AND CDB BONUS						
	 Affiliate	 Atlas	 Vega	 Stella	 Nova	 Oberon	 Triton
		Atlas £30	Atlas £30	Atlas £30	Atlas £30	Atlas £30	Atlas £30
			Vega +£30	Vega +£30	Vega +£30	Vega +£30	Vega +£30
				Stella +£30	Stella +£30	Stella +£30	Stella +£30
					Nova +£20	Nova +£20	Nova +£20
						Oberon +£15	Oberon +£15
							Triton +£10
	Independent	Atlas	Vega	Stella	Nova	Oberon	Triton
BONUS PAID DOWN UNLIMITED LEVELS	x	£30	£60	£90	£110	£125	£135

How this works:

- The bonus is calculated by looking at your entire organisation and identifies where an Affiliate has achieved a Kick Start Bonus
- By looking within your team, it identifies how many Star Position Affiliates are in between yourself and the Affiliate who has achieved a Kick Start Bonus
- The payment you receive will be dependent upon the number of Star Position Affiliates between yourself and the Affiliate who has achieved a Kick Start Bonus
- **£135** is allocated as a maximum CDB bonus payment per Kick Start Bonus and is shared between the Star Position Affiliates

EXAMPLE

Let's make it easy:

A new Affiliate joins anywhere in your team and achieves a Kick Start Bonus within 90 days of their activation date.

If you personally were a Stella Affiliate and there were no Star Positioned Affiliates between you and the new Affiliate who achieved a Kick Start Bonus, you would be eligible for the Stella (+£30), Vega (+£30) and the Atlas (+£30) bonus therefore giving you **£90** in total.

Similarly, if you were personally a Triton Affiliate and there were no Star Position Affiliates between you and the new Affiliate who achieved a Kick Start Bonus, you would be eligible for the Triton (+£10), Oberon (+£15), Nova (+£20), Stella (+£30), Vega (+£30) and the Atlas (+£30) bonus therefore giving you **£135** in total.

Useful Terms and Definitions



Accepted Affiliate

An Affiliate who has been accepted is one who has signed up to Wild and not cancelled their membership within the 14-day cancellation window.

Activation Date

The date Wild activates an Affiliates account.

Active Affiliate

An 'Active Affiliate' is a Qualified Joined-up Affiliate, who has at least one Personal Eligible Locked-in Contract (PELC).

Approved

To approve the lead Power Solutions checks that they are not a current customer or in processing and that the information submitted is for a commercial site.

Brokered by Power Solutions

Refers to a contracted live supply or completed sale negotiated by Power Solutions.

Customer

A commercial premises that has agreed to a locked-in contract brokered by Power Solutions with a supplier.

Customer Information

Customer Information should relate to a person with the authority within the business to make decisions. This is a completed online form containing the following mandatory details:

- Company Name
- Company Type (sole trader, limited company, partnership, charity)
- Company Address
- Company Postcode
- Site Name
- Site Address
- Site Postcode
- Contact First and last name
- Contact Telephone number
- Contact Email address
- Best time to call

An Affiliate must provide this form for every lead submission.

Dormant Affiliate

A 'Dormant' Affiliate is an Affiliate who has joined Wild yet failed to reach the Quarterly Service Qualification at any point. Failure to reach the Quarterly Service Qualification makes an Affiliate ineligible for any commissions and bonuses payable under the Wild by Power Solutions Compensation plan until such time as the Quarterly Service Qualification rules are met. Any commissions and bonuses generated by the Affiliate whilst 'Dormant', are lost permanently.

Eligible

Refers to an Affiliate having satisfied the right conditions.

Eligible Service Bill

Gas and electricity commercial bills.

Eligible Services

Gas and electricity services are classed as eligible services.

End of Contract Date

The date the current live contract ends.

Estimated Annual Consumption (EAC)

EAC is the estimated energy use for a gas or electricity customer over a twelve-month period. The figure is used to illustrate the estimated cost of a new contract to a potential new customer.

Gas and Electricity bills

These are bills for commercial energy customers; a commercial bill can be identified in several ways including:

- The name on the bill reflects a business entity
 - The supplier confirming the tariff is a business tariff on the bill
- VAT displayed, normally at 20%

Independent Affiliate

An Independent Affiliate, also referred to in this document as an Affiliate, is someone who is registered with Wild and introduces leads.

Joined-up Affiliate

A joined-up Affiliate is one who has:

- Joined Wild, accepted the Affiliate Agreement, Terms & Conditions and Policies & Procedures
- First-year website licence fee and/or renewal fees have been paid

Their registration has been activated

Lead

Fully completed Customer Information only or Customer Information with corresponding bills submitted to Wild.

Legs

Each time you personally sponsor an Affiliate this creates a new leg in your team. A leg will include your Personally Sponsored Affiliate and their team.

Levels

Your team consists of your Personally Sponsored Affiliates and the Affiliates they have sponsored and so on. These make up your business. Teams are organised vertically by 'legs' and horizontally by 'levels'.

Live Contract

A contract brokered by Power Solutions where the service is now in use with the supplier.

Locked-In Contract

Power Solutions has negotiated a contract and this has been accepted and locked-in by the supplier on the customer's behalf.

Non-Eligible Service

Water, Energy Reduction Services (ERS) and Telecommunications are classed as Non-Eligible services. i.e. they could not be a Personal Eligible locked-in Contract (PELC) or a Team Eligible Locked-in Contract (TELC). Therefore, cannot be used in the qualification rules requiring PELC's or TELC's. All Non-Eligible Services are commissionable.

Personal Eligible Locked-in Contract (PELC)

This refers to a personally introduced **gas or electricity** lead which results in

a contract brokered by Power Solutions, meeting the following requirements:

- The lead's current end of contract date is within 24 months of the lead submission date
- Each bill must have a minimum monthly consumption of 3,000 kWh
- The contract must be in locked-in or live status with Power Solutions

Personal Lead Gatherer

Affiliates who prefer to concentrate on referring new leads rather than building a team.

Personally Sponsored Affiliate

A Personally Sponsored Affiliate refers to someone you have directly introduced. They will be on the first level of your team.

Power Lead

A single Power Lead is new Customer Information submitted with at least one corresponding eligible service bill (gas or electricity). Each bill must have a minimum consumption of 3,000 kWh per month and the end of contract date must be within 24 months of your lead submission date.

Qualified Joined-up Affiliate

A Qualified joined-up Affiliate is a Joined-up Affiliate who has:

- Completed the initial Getting Started
- training and assessment

Meets the Quarterly Service Qualification

Quarterly Service Qualification

This requires all Affiliates to get a locked-in new customer every 90 days from their date of activation. The lead submitted to reach this must consist of Customer Information with at least one corresponding service bill (gas, electricity, water, telephone or broadband).

Failure of the Affiliate to qualify means they will be placed into a 'Dormant' status. Not meeting the Quarterly Service Qualification makes an Affiliate ineligible for any commissions and bonuses payable under the Wild by Power Solutions Compensation Plan until such time as the Quarterly Service Qualification rules are met. Any commissions and

bonuses generated by the Affiliate whilst 'Dormant', are lost permanently.

Registered Affiliate

A registered Affiliate is one who has joined Wild, accepted the Affiliate Agreement, Terms & Conditions, Policies & Procedures

Registration date

It is the date you registered to join Wild.

Renewal contract

A contract that has been agreed to start at the end of the existing current contract.

Renewal date

Your renewal date will be 12 months after your activation date.

Service – eligible/non-eligible

Power Solutions deems certain service types to be eligible and other to be non-eligible.

Services

Power Solutions offers to find the best value contracts for its customers across various utility services. These include:

- Gas
- Electricity
- Water
- Energy Reduction Services (ERS)
- Telecommunications

Sleeping Affiliate

A 'Sleeping Affiliate' is prevented from any activity and cannot receive any commissions and bonuses payable under the Wild by Power Solutions Compensation plan due to them failing to pay their renewal fee before their renewal date. Any commissions and bonuses generated by the Affiliate whilst 'Sleeping', are lost permanently. Should the Affiliate pay the renewal fee, their previous status will be restored and payments will be resumed going forward.

Sponsor

The Affiliate who introduces another Affiliate to Wild.

Team

Your team consists of Affiliates you sponsored and the Affiliates they have sponsored. Your team can go down infinite levels.

Team Eligible Locked-in Contracts (TELC)

This refers to a **gas or electricity** lead introduced in your team which results in a contract brokered by Power Solutions, meeting the following requirements:

- The lead's current end of contract date is within 24 months of the lead submission date
- Each bill must have a minimum monthly consumption of 3,000 kWh
- The contract must be in locked-in or live status with Power Solutions

Telecommunications bill

This is a Telecommunications bill, broadband or telephone, for a commercial Telecommunications customer, a commercial bill can be identified in several ways including:

- The name on the bill reflects a business entity
 - The supplier confirming the tariff is a business tariff on the bill
- VAT displayed, normally at 20%

Valid and Verified

To validate the Customer Information and bills Power Solutions verifies that each individual bill contains all pages, is clearly legible and is for a service they offer. The broker then contacts the lead to; confirm they are happy to engage with Power Solutions and if required obtain a letter of authority (LOA).

Water bill

This is a bill for a commercial water customer; a commercial bill can be identified in several ways including:

- The name on the bill reflects a business entity
 - The supplier confirming the tariff is a business tariff on the bill
- VAT displayed, normally at 20%

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