

## Principal Consultant

### Manage to Lead Immersion Program

#### Sourcing and Service Arrangement

- A Principal Consultant (PC) earns **5% of collected enrollment fees for participants they refer** per our standard arrangement with those who source IntelliVen revenue.
- When a **PC participates on a team for the first time** it is considered their training and a marketing opportunity for them, at no cost to the PC or to IntelliVen.
- A **PC assigned to a team sourced by IntelliVen** or someone other than the PC earns 10% of the collected participant enrollment fee assuming the PC has completed the program with distinction within the past two years and upon receiving an overall effectiveness rating by their team leader of greater than 6 on a 10-point scale.
- A PC who brings a team into a program and for which s/he serves as the team's PC, has the option to have:
  - **Participant Pay PC and PC purchases the program from IntelliVen** at 85% of list price (to account for both the sourcing and service fees) on behalf of the client and charges their client what the market will bear.
  - **Participant Pay IntelliVen and IntelliVen pays PC** the 5% sourcing fee plus 10% of the paid enrollment fee for Principal's services as the team's PC.

