

THE MULTIMEDIA FACTORY

Web Development Services

INDEPENDENT ACCOUNT EXECUTIVE PROGRAM

This program is great for:

Independent sales people such as Realtors®, insurance agents, or similar with an established client base. Also great for College students, Part time medical professionals, or just about anyone looking for flexible hours and the ability to set their own schedule.

What you will need to know:

We will provide you with detailed information on what to say to potential clients and give you a thorough understanding of the basics of web development and our services. No previous web experience is necessary.

What we provide to you:

We will give you detailed information in the form of a Web Development Basics Booklet written in layman's terms, a guide to what clients are looking for, and a series of Frequently Asked Questions to help you understand the web development process and how to answer most questions when they arise.

We also provide you with abundant promotional materials including presentation folders complete with brochures, flyers and handouts explaining web development and our services. These are for you to give to potential clients. We also give you high quality four color personalized business cards with your own contact information. In addition, we have created for our Account Executives, a point-by-point questionnaire so you will feel confident about the questions you ask and information you collect.

Other promotional and marketing materials are available once a predetermined sales level has been achieved.

How the program works:

As an Independent Account Executive of [THE MULTIMEDIA FACTORY](#) Web Development Services, you will be responsible for establishing your own client base whether through previous relationships, referrals, or through your own marketing efforts.

You will be responsible for ...

- Setting up appointments with potential clients
- Meeting with potential clients either in person or over the phone
- Determining the client's needs through a series of questions provided to you by [THE MULTIMEDIA FACTORY](#) (as well as your own questions and input if desired)
- Delivering the client's information and requests to [THE MULTIMEDIA FACTORY](#) sales department via fax, scan, or email for an initial proposal
- Forwarding the initial proposal created by [THE MULTIMEDIA FACTORY](#) to the potential client for review
- Delivering the full contract to the client for signatures and deposit
- Delivering signed contract and deposit to [THE MULTIMEDIA FACTORY](#)

Upon receipt of the signed agreement and client deposit, you will receive 50% of your earned commission. Contact with the client from this point forward will be handled by [THE](#)

MULTIMEDIA FACTORY Production Department. Upon completion of the site, and receipt of the balance of the contract, you will receive the balance of your commission.

The Commission Structure:

Account executives earn twenty percent (20%) of the total amount of the contract for which they deliver and are the responsible party*. This includes website design fees, search engine optimization fees, initial contract web promotion fees**, initial contract web hosting fees**, tangent services such as graphic design, photography, audio, or any other media production component that is a part of the website development.

Account Executives will also receive a ten percent (10%) commission on any print products ordered by their clients through The MultiMedia Factory. These items include business cards, brochures, folders, flyers, etc.

* If a client is provided to you by THE MULTIMEDIA FACTORY or one of THE MULTIMEDIA FACTORY Referral Partners, and you deliver the accepted contract and deposit, a ten percent (10%) commission will be paid to you instead of the twenty percent (20%) commission that *would be paid* if the client had been initially introduced by you.

** Commissions on these services are paid on the initial contract amount. (ie one month / one year / two years / etc.) Commissions will not be paid on renewals of these services beyond the initial term of the agreement.

What we need from you:

As an Independent Account Executive of THE MULTIMEDIA FACTORY services, you will be asked to sign an independent contractor agreement outlining the relationship and tax implications of our arrangement. You will need to provide us with your social security information for any IRS form 1099 that may be sent to you for taxable income you generate through THE MULTIMEDIA FACTORY.

You will need to spend some time reviewing our publications to familiarize yourself with our services and programs. We also ask that you be open to our suggestions for sales and presentation techniques.

How we proceed:

Contact THE MULTIMEDIA FACTORY and speak to an Independent Account Executive representative about signing up for this great opportunity.

410-683-2260

866-683-2260

www.multimediafactory.com/affiliate