

VORTEX SALES REPRESENTATIVES

INCOME/SALES COMMISSIONS

There are three potential income streams for a Vortex Independent Sales Representative: personal sales, Retailer sales and referral fees.

A Sales Representative that buys from Vortex at the wholesale price of \$250 would earn a commission of 15%, or \$37.50, on their own purchase, for a net price of \$212.50. Most sales representatives retail the **Vortex Fuel Saver** between \$300 and \$400. Sales Representatives will receive 90% of the amount above the Wholesale Price of \$250, e.g., if a **Vortex Fuel Saver** is sold for \$350 (the MSRP) the Sales Representative would receive the \$37.50 as the Wholesale commission plus 90% of \$100 (\$350-\$250) as the Retail commission, for a total of \$127.50. For illustration purposes, we will use a profit of \$125 each. Eight sales would be \$1000 and is easily achievable weekly selling only “onesies, twosies.” These sales lead to larger fleet sales, as well as Retailers.

Selling direct to the end user becomes even more lucrative when calling on fleets, where one sale could equal the profits made in a month of selling to individuals. There are many businesses that have fleets of vehicles of two or three vehicles up to 100+ vehicles. These fleets typically have a regular repair location that may also become an installer/retailer.

Opening up Retail accounts provides a way to earn residual income. Vortex Independent Sales Representatives can offer retail establishments the **Vortex Fuel Saver**, and associated systems at the wholesale price. Representatives earn 15% on the purchases of the Retailers. Please note that the commissions are only paid on those invoices that have been paid in full. Commissions will be paid monthly as long as the Representative stays active – makes one sale every 90 days; reorders from Retailers count towards the one sale requirement. A Representative can have themselves as a customer and earn commissions on their personal purchases. If a Representative desires to sell to the Retailer at a different price than the wholesale price, it is allowed, provided the Representative bills and collects from the Retailer, in which case the Representative would become a Distributor. Contact your Sales Manager for details on becoming a Distributor.

As there are plenty of opportunities to sell **Vortex Fuel Savers**, Vortex is seeking additional Independent Sales Representatives. Any Representative that refers another Vortex Independent Sales Representative will earn a referral fee on the commissions earned and personal purchases of the new Representative. The referring Representative will earn 2% of the personal sales (based on the Wholesale Price List) of the new Representative on a residual basis. Referral fees will be paid monthly whenever the referral fees are above \$50. Any amounts not paid in one month will be carried over to the next month until paid.

Example: The Referred Sales Representative sales one Vortex Fuel Saver at the Wholesale Price of \$250. The Referral Fee would be 2% of the Wholesale Price, or \$5.00.

Vortex Independent Sales Representatives that excel in selling autos/light trucks will be offered the opportunity to pursue government accounts, national retail chains and/or large truck/tractor sales, marine, construction and farm equipment.

Additionally, Vortex has other products coming to market in the near future. While we don't want to lose our focus on the auto/light truck market, to provide a glimpse of what is to come, here are some products in the pipeline:

- ❖ Water de-scaling system for hot water heaters that would save the average homeowner over \$300 per year.
- ❖ Water softening system without the need for salts or zeolite beds that never wears out.
- ❖ Pool and Spa Water Conditioner reduces the need for chemicals up to 50%, kills bacteria, reduces cleaning maintenance, and greatly improves water clarity.
- ❖ Refrigeration/Air Conditioning systems that save 10-15% of the electrical power needed to operate the system.
- ❖ Home Heating Fuel Saver systems that save 10-20% on home heating – oil, natural gas or propane.
- ❖ Commercial/Industrial Applications for cooling tower, boilers and chillers.
- ❖ Other specialized niche markets.

The spreadsheet on the following page shows an illustration of the potential earnings for Vortex Independent Sales Representatives, using numbers for personal sales, Retailers and referral fees that we think are reasonable. However, you may not think they are reasonable and Vortex makes no representations that any Representative is currently doing these numbers as the sales program is too new to have any significant history.

A spreadsheet is available at www.VortexFuelSaver.com/15.html to download where you can input your own numbers to see what you will earn as a Vortex Independent Sales Representative.