



COMPENSATION

How do you get paid for AutoPilot and auditing customers?

CV:

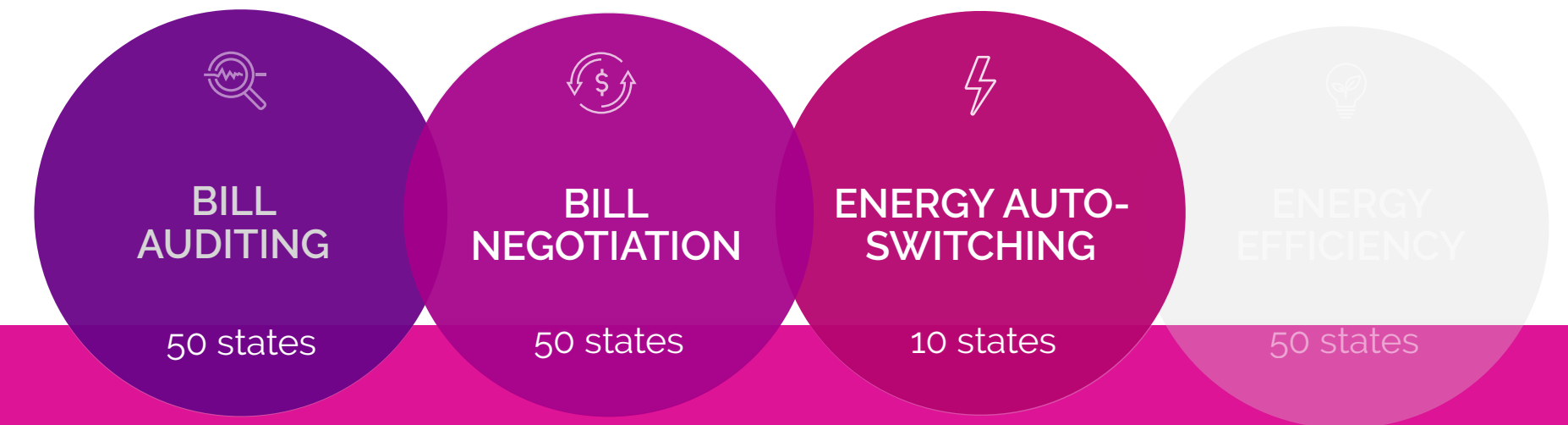
20% of the client's fees for negotiation and auditing
50% of the client's fees for energy auto-switching

Example:

\$10,000 refund/reductions =

\$5,000 customer fee =

\$1,000 CV



Points — Auditing & Negotiation:

- 1 point for every \$150 up to \$1,500 in refunds or reductions.
- 1 point for every \$300 between \$1,500 and \$4,500 in savings
- 1 point for every \$500 over \$4,500 in refunds or reductions

Points last for 12 months for refunds, and for the life of the reduction for reductions.

Points — Energy Auto-Switching:

Points for energy contracts increase with size. See points reference chart for details on accounts below 250,000 kWh per year. For accounts more than 250,000 kWh, receive 1 point for every 30,000 kWh per year. For example, a customer using 1 million kWh per year would generate 34 points.

Timing — all services:

Earn as the customer pays. CV is paid at the time of revenue collection.