



BROKER ONLINE EXCHANGE

# Welcome to BOX

Everything You Need to Know to Get  
Started as a BOX Affiliate Partner

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# Meet Your Team

**Welcome to BOX! We're excited to work with you to close more deals and earn more commissions! By partnering with BOX, you gain access to a full team of energy professionals to support you in your effort . Here is a breakdown of who is included on your team:**

## Account Manager

The Account Manager is your main point of contact and resource for all things pertaining to your day-to-day work. They answer any questions you have about pricing or required documents and manage any work being done by the rest of the team. If you have any questions at all, your Account Manager is your first resource.

## Commissions Specialist

At the end of the day, we know that getting paid your commissions accurately and on time is one of the most important aspects of having a broker partner. As such, you have access to a commissions specialist that is here to answer any and all questions regarding your commissions.

Because each broker partner is working with their own customized team of energy professionals, you will receive an overview of who is on your team in a separate document.

## Welcome to the family!

Meet Your Team

By partnering with BOX, you gain access to a full team of energy professionals to support you in your efforts



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# Affiliate FAQ

[View Now](#)



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# Commissions FAQ

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Here at BOX, our goal is to help you make as much money as possible. We provide two different commissions options to make sure you get paid your way. Here are the most common questions we get asked about our commissions and payments.

## What is the difference between Residual and Upfront payments?

### Monthly Residual Commission

Deals must have a start date within 12 months. Residual payments are made on the commission run following signature.

*For example, If the contract has a contract submit date of February 2019, payment will be received on the March 2019 commission run.*

ELECTRIC EARNINGS BASED ON MONTHLY USAGE				
Monthly Usage (kWh)	Earnings			Business Type Examples
	Max Term (5yrs)	Annual	Monthly	
80,001-100,000*	<b>\$12,000</b>	\$2,400	\$200	Large Industrial and Commercial Buildings, Multi-Site Chain Stores, Commercial Real Estate
60,001 - 80,000	<b>\$9,000</b>	\$1,800	\$150	Car Dealerships, Country Clubs, Healthcare Complexes, Large Hotels, Industrial Storage
40,001 - 60,000	<b>\$6,000</b>	\$1,200	\$100	Car Dealerships, Manufacturing, Restaurants, Hotels
20,001 - 40,000	<b>\$3,000</b>	\$600	\$50	Restaurants, Industrial Shops, Hotels
10,001 - 20,000	<b>\$1,500</b>	\$300	\$25	Restaurants, Tanning Salons
5,001 - 10,000	<b>\$900</b>	\$180	\$15	Small Grocery, Convenience Stores, Small Restaurants
0 - 5,000	<b>\$600</b>	\$120	\$10	Hair Salons, Dry Cleaners, Dental Offices

**\*Even HIGHER EARNINGS are available for deals >100,000 kWh monthly**

GAS EARNINGS BASED ON MONTHLY USAGE				
Monthly Usage (Therms)	Earnings			Business Type Examples
	Max Term (5yrs)	Annual	Monthly	
8,001-10,000*	<b>\$12,000</b>	\$2,400	\$200	Large Industrial and Commercial Buildings, Multi-Site Chain Stores, Commercial Real Estate
6,001 - 8,000	<b>\$9,000</b>	\$1,800	\$150	Car Dealerships, Country Clubs, Healthcare Complexes, Large Hotels, Industrial Storage
4,001 - 6,000	<b>\$6,000</b>	\$1,200	\$100	Car Dealerships, Manufacturing, Restaurants, Hotels
2,001 - 4,000	<b>\$3,000</b>	\$600	\$50	Restaurants, Industrial Shops, Hotels
1,001 - 2,000	<b>\$1,500</b>	\$300	\$25	Restaurants, Tanning Salons
501 - 1,000	<b>\$900</b>	\$180	\$15	Small Grocery, Convenience Stores, Small Restaurants
0 - 500	<b>\$600</b>	\$120	\$10	Hair Salons, Dry Cleaners, Dental Offices

**\*Even HIGHER EARNINGS are available for deals >10,000 Therms monthly**



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## Sample Residual Commission Statement

Supplier	Customer Name - Report	Account #	Read Start	Read End	Volume	Rate	Pay Date	Locations	Start	Commodity	Term	Broker	Plan Type	Broker Fee	Notes
Supplier Name	Customer Name	Account Number	Meter Read	Meter Read	Volume	Rate	Pay Date	# of Accounts	Start Date	Commodity	Contract Term	Broker Name	Residual	Amount	
													<b>Total Payment</b>	-	

## Annual Upfront Commission

Remaining payments will be made annually on the anniversary of the start date.

Affiliate Partners have a forward start agreement. If the start and booked date are within the forward start window, then payment will be received on the upcoming commission run.

If the start date is outside of the forward start window, then payment will be on the commission statement the month following the start date.

*For example, if the contract has a forward start of December 2020, commissions will be on the January 2021 statement, paid out by the 8th of February.*



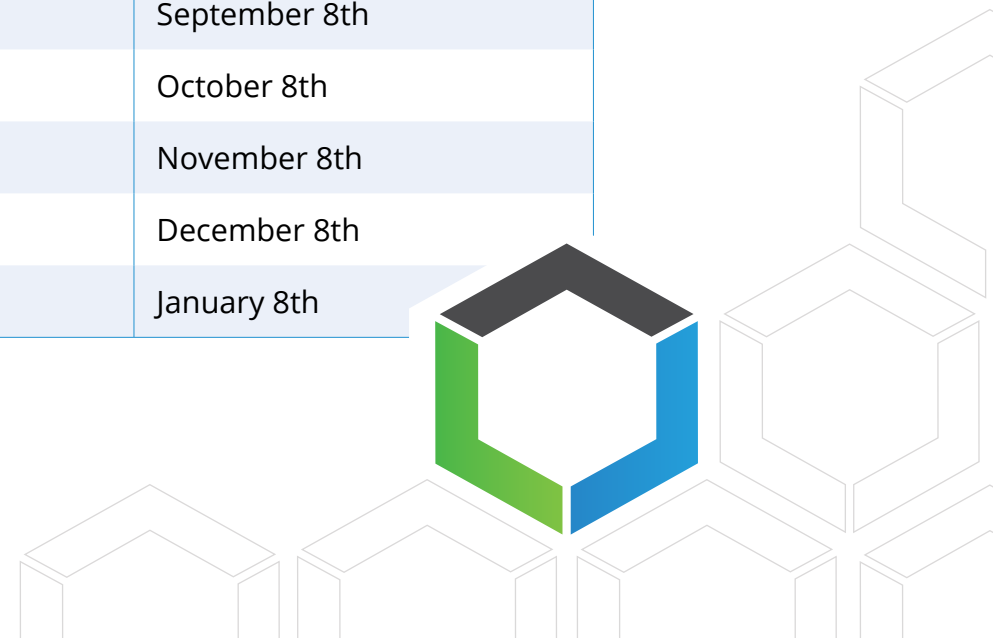
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## Sample Upfront Commission Statement

Control Number	Date Rec'd Contract	Date Booked/Droppe	Customer Name	Broker	Supplier	Start	State	Number of locations	Status	TPV	Commodity	Term	Annual Volume	Rate	Fee	Broker Term	Plan Type	Pay Date	2021	2022	2023	Check	Net Payment	Notes
Control #	Date Received	Book/Drop Date	Customer Name	Broker Name	Supplier Name	Start Date	State	# of Accounts	CONTRACTED OR DROPPED	TPV #	Commodity	Contract Term	Volume	Rate	Broker Fee	Commission for Contract Term	Upfront	Pay Date	Payment for 1st Year	Payment for 2nd Year	Payment for 3rd Year	-	Amount for 1st Year	
																							\$ -	

**Payment Schedule** | Upfront Payments for Current Commission Statement – 3 Month Forward Start

Contract Booked Month	Contract Start Date (Inside Forward Start Window)	Pay Date
January	Jan, Feb, Mar	February 8th
February	Feb, Mar, Apr	March 8th
March	Mar, Apr, May	April 8th
April	Apr, May, Jun	May 8th
May	May, Jun, Jul	June 8th
June	Jun, Jul, Aug	July 8th
July	Jul, Aug, Sept	August 8th
August	Aug, Sept, Oct	September 8th
September	Sept, Oct, Nov	October 8th
October	Oct, Nov, Dec	November 8th
November	Nov, Dec, Jan	December 8th
December	Dec, Jan, Feb	January 8th





**Payment Schedule** | Upfront Payment for Contracts Signed Outside – 3 Months from Start Date

Contract Booked Month	Contract Start Date (Outside Forward Start Window)	Pay Date
January	Ex: Apr	June 8th
February	Ex: May	July 8th
March	Ex: Jun	August 8th
April	Ex: Jul	September 8th
May	Ex: Aug	October 8th
June	Ex: Sept	November 8th
July	Ex: Oct	December 8th
August	Ex: Nov	January 8th
September	Ex: Dec	February 8th
October	Ex: Jan	March 8th
November	Ex: Feb	April 8th
December	Ex: Mar	May 8th



### What is the difference between ACH and Wire

ACH transfers are typically completed in 1 to 2 business days after the payment is scheduled.

Wire transfers are typically completed the same day payment is scheduled. Depending on the bank, this may require a small fee to retrieve payment.

### When can I expect to receive my commission payment?

The 8th of the following month. Commission statements are sent 1-2 days before payment is scheduled.

*For example, payment for the March 2021 statement will be received by April 8th, 2021.*

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If you have any further questions,  
feel free to contact at

[commissions@brokeronlinexchange.com](mailto:commissions@brokeronlinexchange.com).





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# Affiliate Resources

[View Now](#)

# BOX Affiliate Resources

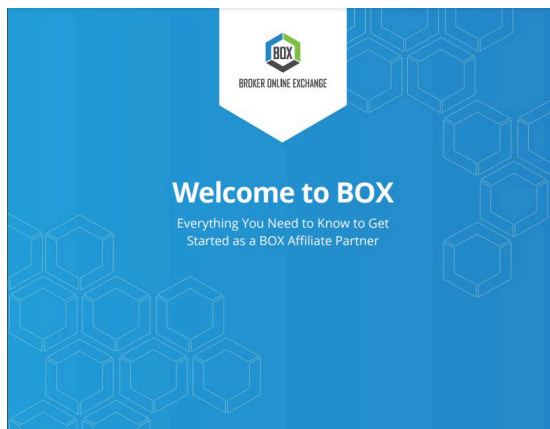
This web page is your one-stop-shop for all the great resources you will need to be successful as an affiliate partner! We recommend bookmarking this page so you have it readily available whenever you need it! Here are some of the things you will find there:

## BOX Affiliate FAQs

Affiliate Partner FAQs

Will I be a BOX employee?	+
Will I get a BOX email address?	+
Who can I contact if I have questions?	+
Which states can I sell in?	+
What if my customer is upset, who can help resolve?	+
Can you talk to my customer for me?	+
What marketing materials are available?	+
Does BOX have any physical locations?	+
Can we offer green products?	+
Why does pricing change every day?	+
What benefits will my customers have by choosing to procure energy through me?	+
What if my customer is already with a supplier?	+
Do I own my renewals?	+
Does BOX have a size limit on deals?	+
What suppliers does BOX work with?	+

## Affiliate Welcome Packet



## Affiliate Customer Flyer

**Why Make the Switch?**

Obtain Price Certainty on Your Businesses Electric & Gas Costs!

Switching power suppliers can be confusing and sometimes suppliers use that as an advantage. Our partnership with Broker Online Exchange provides you access to the most comprehensive pricing available, making it quick and easy to switch. Get the best plan and rate tailored to your needs today!

**How Do We Provide Rates?**

BOX uses sophisticated technology and the deepest connections in the energy industry and has a network of over 90 suppliers in all deregulated markets. No matter your energy needs or usage, BOX is able to deliver the perfect plan for your business!

BOX's complimentary rate analysis service enables them to accurately assess your energy spend and offer stabilized rates and in many cases, also significant savings.

Business Name  
Contact Name

In Partnership with  
BOX BROKER ONLINE EXCHANGE

Phone Number

**Obtain Price Certainty**

Bundle utility options, lock in a guaranteed rate, and eliminate all price increases, converting your utilities variable cost to a fixed cost, creating budget predictability.

**Switching Your Supplier is Free**

So is the complimentary rate analysis offered by BOX! This service allows them to accurately assess your needs and provide the best plan for your business!

**Switching Your Supplier is Easy**

Switching suppliers can take as little as 5 minutes! BOX does all the backend work to ensure a smooth transition to your new supplier!

**Get the Best Fixed Rate on the Market**

Avoid unpredictable market swings, rate increases and high costs with a fixed rate. Fixed rates give you assurance that your bills will be predictable.

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## Program Overview

**Affiliate Program**

The Easiest Way to Make Money from Deregulated Commercial Energy!

The BOX Affiliate Program is the perfect supplemental income opportunity for business' who already see customers on a regular basis. This revolutionary program allows you to make a profit from deregulated energy with minimal effort.

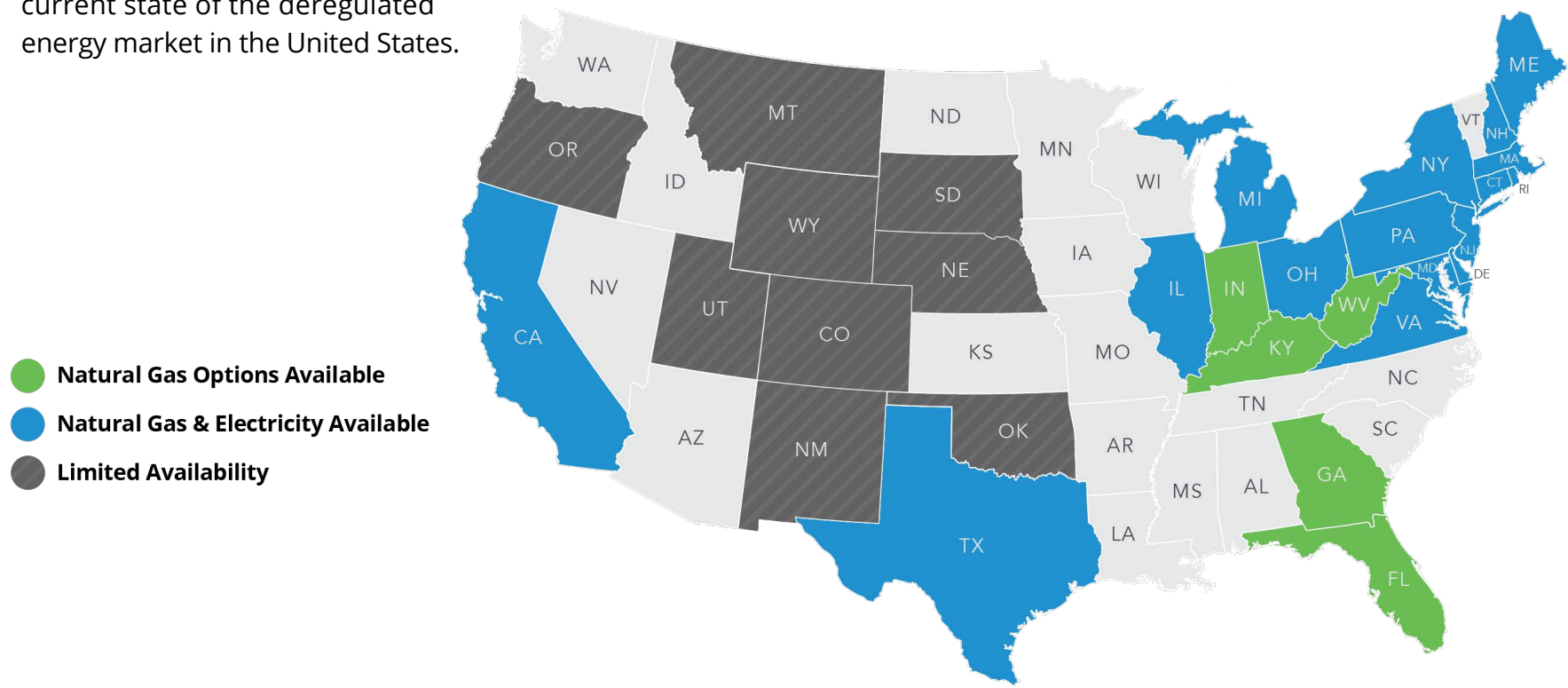
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# BOX Deregulated Markets

**BOX operates in every deregulated market in North America. Because of this, BOX energy partners have the option to operate in just a small area or to expand and scale their business to reach a nationwide customer base.**

Since BOX holds the proper certifications and licenses in every deregulated gas and electricity market, you can piggyback off of our licenses and scale your energy business to new markets, and even operate at a national level without having to go through the arduous, invasive, and costly process of getting your own certification

The map on this page displays the current state of the deregulated energy market in the United States.



# Our Partnered Suppliers

**BOX has established relationships with over 90 different suppliers across all deregulated markets. We are certified and licensed for both electricity and gas in every deregulated market in North America. If you can name a supplier, we've got them!**

Our strong supplier relationships make our pricing more competitive than what brokers and consultants could get on their own, or when working with other brokerage firms. We take great pride in our reputation, and in keeping our suppliers extremely happy!

As a brokerage firm or consultant partner with BOX, you automatically get access to every major supplier. Our cutting-edge proprietary technology will allow you to easily access pricing from each supplier, making it quick and easy to find the best deals for your customers.

**BOX is proudly partnered with 90+ top suppliers including:**





# Let's Get Started!

This welcome packet contains everything you need to start closing deals and earning more! If you have further questions about these documents or how they're used, your Account Manager is ready to help get you answers!

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We're excited to work with you,  
and welcome to the Broker  
Online Exchange family!





## BROKER ONLINE EXCHANGE

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