Xceleran

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Onboarding Services

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Sales Compensation Programs:

Xceleran

3 Components of Sales Comp.
– **wish list** version:
- Big Base
- Generous Commission
- Recurring Commission

Nobody Gets ALL 3

3 Components of Sales Comp.
– **Typical** version:
- Big Base
- Generous Commission
- Recurring Commission

3 Components of Sales Comp.
– **Gold** version:
- Big Base
- Generous Commission
- Recurring Commission

Engineering Teams

3 Components to Engineering.
– wish list version:

- **Cheap**
- **Fast**
- **Amazing Quality**

Nobody Gets ALL 3

3 Components to Engineering.
– typical version:

- **Cheap**
- Fast
- Amazing Quality

Nobody Gets ALL 3

Construction / Service Teams

Xceleran

3 Components to Construction / Service. – wish list version:
- **Cheap**
- **Fast**
- **Amazing Quality**

Nobody Gets ALL 3

3 Components to Construction / Service. – typical version:
- **Cheap**
- Fast
- **Amazing Quality**

Nobody Gets ALL 3

3 Components to Construction / Service. – wish list version:
- Cheap
- **Fast**
- **Amazing Quality**

Nobody Gets ALL 3

Onboarding:

3 Components of Rebate Programs here at XSI. – wish list version:

- **FREE**
- **Fast**
- **Perfect**

Nobody Gets ALL 3

3 Components of Rebate Programs here at XSI. – Typical version:

- **FREE**
- Fast
- Perfect

3 Components of Rebate Programs here at XSI. – As you wish version:

- FREE
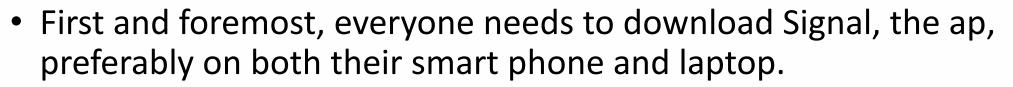- Fast
- **Perfect**

Problems Encountered:

- Hesitancy of individuals or factions within a company.

- FUD – Fear, Uncertainty, and Doubt

- Unrealistic expectations when adjusting from a Paper Process to a fully digital Process.

- Unrealistic expectations when adjusting from a previous Process to a NEW Process.

- Lack of Flexibility.

Policy:

- First and foremost, everyone needs to download Signal, the ap, preferably on both their smart phone and laptop.
  - Signal is an encrypted ap that allows our discussions to remain private.
  - The main benefit is that your onboarding team will be available to you for 90 days at $0 cost.
  - This is entirely different than seeking out our chat service on our website. The website chat service could be 1 of many different people answering you. In Signal, this is your dedicated team. It'll always be the exact same folks.
- IF we encounter substantial FUD or lack of Flexibility, we'll go the extra mile and invest everything possible into the onboarding. This could include paying for experts, for instance fractional CFO's, to assist with any questions or concerns.

Policy:

- At a point where the lack of flexibility is extreme, we will reserve the right to begin charging for Onboarding. This would be the extreme scenario.

- Again, this would be an extreme case... which has yet to take place in our history as of January, 2024.

  - Experts will be billed at between $15 / hour to $35 / hour to as much as $50 / hour.

  - Min. time will be 3 hours.

  - A $100 deposit is required to begin. Billing will take place weekly until the matter is resolve.

  - Billing will take place regardless of the outcome.