



## Construction Market Consultant’s Formal – Finder’s Fee Policy

Construction Market Consultants recognizes the value and importance of information in any business. We especially value any introduction that may lead to new business and gladly will pay finder's fees which lead to completed contracts with our firm as outlined below.

A finder's fee will be paid to the person who first refers to us a company which signs a services agreement.

- **Option 1** – Name or contact info where we call, make introduction, sell and close the deal, resulting in a signed agreement – Gift Card: \$100 - \$500. (Must be unique contact.)

*Example:* You read a trade publication, send us a link with an article that is related to what we are doing and it has a name and contact info or you forward us a contact's info of someone you sat next to on a plane, played tennis with, etc.

- **Option 2** – Direct introduction either via email, phone or person, resulting in a signed agreement: 1.5% – 2.5% of annual gross contract

*Example:* You know someone at 'ABC Enterprises' and you give us their contact info, we can use your name but we sell and close the deal.

- **Option 3** – Direct introduction via a personal meeting with prospect - 2.5% – 4.5% of annual gross contract value.

*Example:* You know someone at 'ABC Enterprises' and you tell them about us, what we offer, gather interest, set up a meeting and we close the deal.

### Sliding Scale Defined

<u>Service Agreement - Annual Revenue</u>	<u>Finder's Fee</u>
\$0,000.00 - \$10,000	1.5%
\$10,000 - \$25,000	2.0%
\$25,001 - \$50,000	2.5%
\$50,001 – \$75,000	3.0%
\$75,001 - \$100,000	3.5%
\$100,001+	4.5%

### Our Service Offerings

Business Development  
 Sales Consultancy  
 Marketing Development  
 Website Development

Lead Generation  
 CRM & Lead Management  
 Custom Data Solutions  
 Contract Mediation

Executive Recruitment\*  
 1099 Contract Placement  
 Social Media Placement  
 'Building New Business' – Levels I, II, III

\*We also pay finder's fees for placed candidates.

We are a business development, sales, marketing and executive placement consultants, based in Atlanta, GA with clients operating in all 50 states.

**“We Grow Our Business...By Helping You Grow Yours.”™**