



to act  
as a



This Commercial License Agreement is made, this day

**dd mmmm yyyy**

~~~~~ Between ~~~~~

**Pragmatic EC Ltd**

of

**25 Buttermere, Great Notley, Braintree, CM77 7UY, UK.**

Registered Company Number **7139396**

Hereafter referred to as **PEC.**

And

\_\_\_\_\_ of \_\_\_\_\_

Registered Company Number \_\_\_\_\_

Hereafter referred to as the **TRP,**

# Introduction

To provide PEAFCertified Training services, two mandatory criteria must be fulfilled:-

1)

Training must be performed through a Limited Company which is a **PEAF Certified Training Provider (TRP)**



AND

2)

Individuals performing PEAFCertified Training must be **PEAF Certified Trainers (PCT)**



# PEAF Certified Training Provider (TRP)

## Responsibilities

- Marketing
  - Actively marketing PEAF to existing and future clients (e.g. Emails / Telephone, Conferences, Meetings, Presentations, etc).
  - Seek to promote PEAF to new customers and markets.
- Selling
  - Acting on leads created by external parties such as Independent PCTs or others.
  - Creating Proposals.
  - Making sales.
- Admin
  - Organising Course Logistics.
  - Sourcing PCTs.
  - Organising PCT Logistics.
  - Gathering Certification fees.
  - Gathering Training fees.

## Requirements

- The TRP must employ (as permanent employees or as associates tied to your company) a minimum of two PCTs.
- The TRP must utilise one PEAF Training Manual per person per course no reuse is allowed.
- The TRP must hold a current PEAF Commercial License (See Commercials below).
- The TRP must pass an inspection and review of your premises.

## Utilisation of PCT's

- Your own Tied PCTs.
- Independent PCTs.

## Commercials

Fees are split into three parts:-

- Certification
  - The TRP will remit 100% of the Certification Fees PEC within one Calendar month of the training completing.
- Training
  - Training Profit is calculated as Training Fees minus Training Costs.
  - Training Costs can include the provision of the PCT at a cost of \$750/day.
  - Training Costs can include reasonable travel and accommodation expenses for the PCT although wherever possible, these costs will be recovered from the client and not included in the calculation of Training Profit.
  - The TRP will remit 50% of the Training Profit to PEC within 1 Calendar month of the training completing.
  - If there are various external parties that contributed to the sale of a PEA course, it is up to the TRP how to remunerate those external parties out of their 50% profit split.
- Training Manuals
  - The TRP must purchase Training Manuals from PEC at a cost of \$100 per copy.

# PEAF Certified Trainer (PCT)

## Responsibilities

- Sales & Marketing
  - Actively market PEAF to existing and future clients (e.g. Emails / Telephone, Conferences, Meetings, Presentations).
  - Seek to promote PEAF to new customers and markets.
- Training
  - Utilise PEAF as the PCC sees fit on consultancy engagements.
  - Deliver PEAF Certified Training courses.
  - Administer the PEAF exams.
  - Mark the exams.
  - Liaise with delegates (on the course or after the course) to ensure 100% understanding.

To become a PCT there are three ways: -

- Tied PCT.
- Independent PCT.
- PEC Associate PCT.

## Tied PCT

### Setup Fees

- PEA Training and Certification fees are paid by the Tied company.
- PEA Annual Certification Renewal fees are paid by the Tied company.

### Requirements

- You are a permanent employee or an associate of the tied company.

### Restrictions

- You can only work through that TRP.
- You cannot become a TRP.
- Any leads you generate must be passed to the tied company to develop.

### Remuneration

- To be agreed between the PCT and the TRP.

## Independent PCT

### Setup Fees

- PEA Training and Certification fees are paid by the Independent.
- PEA Annual Certification Renewal fees are paid by the Independent.

### Restrictions

- You can work through any TRP (including but not limited to PEC).
- You are free to become a TRP if you wish but this is not Mandatory.

### Remuneration

- If the PCT is working through PEC
  - PEC will pay PCT's a daily rate.
    - Paid at a rate of \$850/day.
  - PEC will pay PCT's a referral fee for any training leads they generate.
    - Paid at a rate of 10% of any training profit prorated by the number of delegates the PCT introduces compared to the total number of delegates on the course.
- If the PCT is not working through PEC.
  - To be agreed between the PCT and the TRP.

## PEC Associate PCT

### Setup Fees

- PEAFF Training and Certification fees are paid by PEC.
- PEAFF Certification Renewal fees are paid by PEC.

### Requirements

- You become an Associate Employee of Pragmatic Enterprise Consulting (Pragmatic EC / PEC).
- You are issued with a PragmaticEC.com email address.
- You are issued with Pragmatic EC Ltd Business Cards.

### Restrictions

- You are tied to work only through PEC to deliver PEAFF Training.
- Any leads you generate must be passed to PEC to develop.
- You cannot become a TRP.

### Remuneration

- PEC will pay PCT's a daily rate.
  - Paid at a rate of \$750/day.
- PEC will pay PCT's a referral fee for any training leads they generate.
  - Paid at a rate of 5% of any training profit prorated by the number of delegates the PCT introduces compared to the total number of delegates on the course.

## Signatures

| PEC                    |                  |
|------------------------|------------------|
| Name                   | Kevin Lee Smith  |
| Position               | CEO              |
| On Behalf of (company) | Pragmatic EC Ltd |
| Date                   |                  |
| Signature              |                  |

| TRP                    |  |
|------------------------|--|
| Name                   |  |
| Position               |  |
| On Behalf of (company) |  |
| Date                   |  |
| Signature              |  |