

The Most Important thing to remember is this:

**“Follow the Rules, get paid. Don’t Follow the Rules, don’t get Paid.”**

You are subcontractor no an employee, this is not a pay check.

**When do I get Paid?**

**July 2017**

**StarCourse Pay Cycle**

Wk	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
	26	27	28	29	30	1	2
26							
	3	4	5	6	7	8	9
27	<b>Jobs installed during this week</b>						
	10	11	12	13	14	15	16
28	<b>Providers Report Jobs</b> →			 Sweep information	 Send info to our Finance Company	 You Get Pay Report	
	17	18	19	20	21	22	23
29		 Bank Finances Our Payroll Sends us Money	 Money in your Account				
	24	25	26	27	28	29	30
30							
	31	1	2	3	4	5	6
31							

All job reporting cut off on Sunday Night at Midnight.

Providers get us information on what was installed (takes up to 3 days).

We then sweep the information and submit to finance company on Thursday and Friday.

Finance company sends us money on Monday.

Our Care Call Process to customers starts on Monday through Sunday. (10-16)

It is sent out ACH to your account and usually shows in your account by Wednesday Morning.

Note: we finance Providers that Take over 3 weeks to pay us. Because in some cases no one wants to wait 30 days to get paid on a job.

**What do I get Paid?**

We have a simple formula, it is a base pay plus bonus points. The bonus points are for contractors that are bring in quality customers.

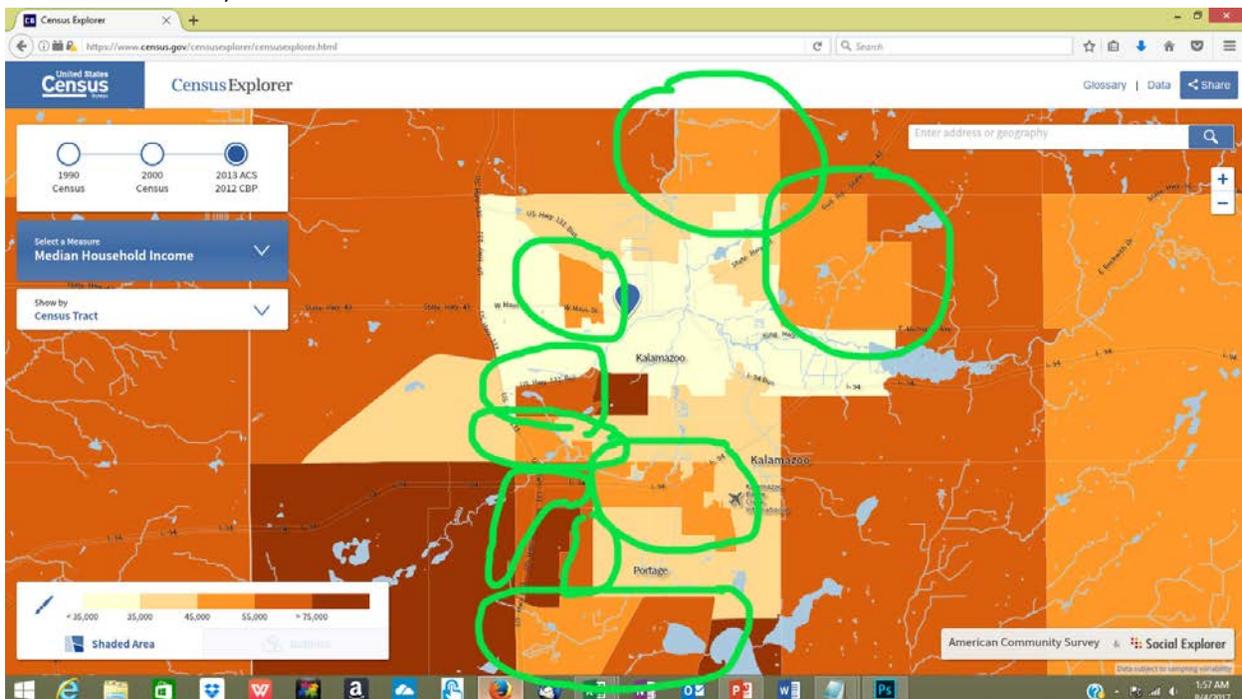
Each service is a bonus point and bonus points are worth \$10. We also use bonus points for contests. Like our yearly incentive trip. 1,000 points = trip for two (air fare included) to StarCourse Cruise. Started July 1<sup>st</sup> ends June 30<sup>th</sup> Cruise is in August 2018. (There will be a buy in for those that did not make 1,000)

So, let's take an example:

Spectrum Triple Play is 3 services or 3 points (TV, internet, and phone) Base Pay is \$150 plus \$30 = \$180. Director's get a 3 point over ride or \$30 for them.

Remember Points are for quality business, you can lose points for the following reasons:  
Lose a point for no email. Customer that do not have an email address are most likely to Churn.  
You can lose all 3 points if the customer lives in a neighborhood, where the average yearly household income is less than \$40,000 per year. In the pay report, there will be an index number next to points that will represent the neighborhood. 40 and above gets you the bonus points; 39 or below does not.

We use a government resource for this: <https://www.census.gov/censusexplorer/censusexplorer.html>  
Here is Kalamazoo, MI



Prime Areas are circled, do not market in light (to poor) or dark (to rich)