A conversation that earns the next conversation

A short, honest approach for a prospective service-business subscriber. Use your own voice; listen more than you pitch.

1 Open with the work

> “Hi, I’m [name] with OSBlueprint. I’m curious: what slows you down most right now - scheduling the work, knowing what happened in the field, sending the invoice, or getting paid?”

2 Ask a few useful questions

- How many crews or subcontractors are you coordinating, and roughly how many paid jobs or phases do you complete in a typical week?
- What happens between a completed job and the customer receiving an invoice?
- When someone calls about a job, can you quickly find the notes, photos, location, and payment status?
- Where do follow-ups or unpaid invoices usually get stuck?

3 Connect the product to their answer

> “OSBlueprint is built to help service businesses connect the work record, the invoice, and the follow-up. Let’s look at the part that matters to your business first, then check which tools and pricing actually fit.”

4 Ask for a small next step

> “Would a 15-minute walkthrough be worthwhile? Bring one real workflow - from scheduled work through payment - and we’ll see whether OSBlueprint makes it easier.”

Promise only what you can demonstrate. Confirm the subscriber’s plan, active features, processing terms, and actual transaction volume before quoting savings or a specific financial outcome.

SALES PORTAL

OSBlueprint.com/sales

Commission rates and eligibility

First-year rates stay the same. Eligible residuals are 10%, 13%, 16% or 20%, by production lane, from each partner's own year-two anniversary onward.

Production lane	Qualifying sales/year	Year 1	Year 2 onward
Standard Producer	24	40%	10%
Growth Rep	35	50%	13%
Strong Producer	50	55%	16%
Elite Sales Organization	100	60%	20%

Only actual collected OSBlueprint revenue is commissionable.

This includes collected subscription revenue and OSB fees. The existing net OSB Fee calculation remains: after customer longevity and referral bonuses, before operating expenses. The full customer transaction amount is NOT commissionable revenue.

Elite example: a $2.90 fee at the 50% longevity bonus

$2.90 original OSB Fee - $1.45 customer longevity bonus = $1.45 net OSB Fee.
20% x $1.45 = $0.29 residual (10% of the original fee). No referral bonus assumed.

A qualifying sale: one merchant, counted once

Within the preceding 12 months, the merchant must have paid at least one OSBlueprint subscription OR generated at least 10 paid OSB fees. A merchant counts only once, even if both conditions are met. Signups, logins and demos do not count. One qualifying sale can earn first-year commission; no ten-sale minimum applies to acquisition pay.

Residual eligibility: ten qualifying new business sales

Ten qualifying new business sales in the preceding rolling 12 months keep residual payments active. Below ten, otherwise eligible payments continue for three calendar months. Then future payments pause until the count returns to ten. Your book stays yours. Future payments resume on the normal schedule, without back pay for the paused period.

Individuals, organizations and strategic partners

OSBlueprint welcomes individual sales representatives, sales organizations, third-party administrators and strategic referral partners. Organizations may manage their own representatives and receive consolidated commissions. Existing sales agreements and contractual requirements continue to apply.

Three annual income snapshots

Year 1, Year 3 and Year 10 are annual figures, not cumulative totals. Illustrative gross income to the sales organization before its rep splits, taxes and operating expenses. These examples include OSB Fees only.

Model assumptions

Same listed new sales every year; 90% annual partner retention; constant paid-stop volumes and plan mix; residual eligibility maintained. Continuous credited Active Months: longevity bonuses of 10%, 20%, 30%, 40% and 50% after 12, 24, 36, 48 and 60 credited months. No referral bonuses or acceleration modeled. Subscription and payment-processing revenue are excluded.

A | 100% Starter: 25 paid invoices per week

25 × 40 active weeks = 1,000 paid invoices per partner. At $2.90 OSB Fee per paid stop, annual fee revenue starts at $2,900 per partner before bonuses.

Production lane	New sales/yr	Y1 / Y2+	Year 1	Year 3	Year 10
Standard Producer	24	40% / 10%	$27,840.00	$37,987.68	$52,694.28
Growth Rep	35	50% / 13%	$50,750.00	$69,988.31	$97,869.58
Strong Producer	50	55% / 16%	$79,750.00	$113,575.60	$162,597.61
Elite Sales Organization	100	60% / 20%	$174,000.00	$258,564.00	$381,119.03

B | 80% Starter / 17% Core / 3% Scale

Illustrative annual volumes and platform fees: Starter 1,000 paid stops × $2.90 = $2,900; Core 5,000 × $1.00 = $5,000; Scale 8,000 × $0.25 = $2,000. Weighted fee revenue starts at $3,230 per partner before bonuses. Core and Scale use the playbook’s larger-volume profiles.

Production lane	New sales/yr	Y1 / Y2+	Year 1	Year 3	Year 10
Standard Producer	24	40% / 10%	$31,008.00	$42,310.42	$58,690.53
Growth Rep	35	50% / 13%	$56,525.00	$77,952.50	$109,006.46
Strong Producer	50	55% / 16%	$88,825.00	$126,499.72	$181,100.10
Elite Sales Organization	100	60% / 20%	$193,800.00	$287,986.80	$424,487.75

All displayed rates apply to net OSB Fee*: after customer longevity and referral bonuses, before operating expenses. Totals reflect the modeled longevity reductions above; actual paid volume, earned bonuses and retention determine actual commissions.