

PIPEDESK

Sales Representative Agreement & Performance Expectations

pipedesk.app

1. Agreement Overview

This agreement outlines the terms, expectations, and compensation structure for PipeDesk Sales Representatives. By accepting this role, the representative agrees to the terms below.

2. Compensation Structure

- Commission rate: 30% recurring on every active subscription closed by the representative.
- Commission is paid monthly on all active accounts attributed to the representative.
- No salary, no base pay, no cap on earnings.
- Commission stacks — every new client closed adds to the representative's monthly recurring income.

Example earnings:

Active Clients	Monthly Recurring	Annual Recurring
10 clients	\$87 / month	\$1,044 / year
100 clients	\$870 / month	\$10,440 / year
500 clients	\$4,350 / month	\$52,200 / year

3. Performance Expectations

Minimum Monthly Requirement:

- Each active representative is expected to close a minimum of 10 new paying clients per month.
- Representatives are responsible for their own outreach, prospecting, and pipeline management.
- PipeDesk will provide demo access, sales materials, and onboarding support.

4. Inactivity & Termination Policy

Warning Policy:

- If a representative closes fewer than 10 new clients for 2 consecutive months, a written warning will be issued.
- If a representative closes fewer than 10 new clients for 3 consecutive months, the agreement will be terminated.

Commission Upon Termination:

- Upon termination, recurring commissions on all existing active accounts will continue to be paid for 90 days.
- After 90 days, all commissions revert fully to PipeDesk.
- All clients remain the permanent property of PipeDesk regardless of the representative's status.

5. Client Ownership

- All clients closed by the representative are and remain the sole property of PipeDesk.
- Representatives may not solicit PipeDesk clients for competing products or services.
- Representatives may not redirect clients away from PipeDesk for any reason.

6. What PipeDesk Provides

- Full demo access to walk prospects through the product
- Sales materials and pitch guidance
- Simple client onboarding process
- Monthly commission payments

7. Representative Responsibilities

- Conduct all outreach and prospecting independently
- Represent PipeDesk professionally and accurately
- Never misrepresent pricing, features, or capabilities
- Report new client closings promptly for account setup

8. Agreement & Signature

By signing below, the representative acknowledges they have read, understood, and agree to the terms of this agreement.

Representative Name: _____ Date: _____

Representative Signature: _____ Date: _____

PipeDesk Authorized Signature: _____ Date: _____