

To Our Broker Network

RE: *Triad's Annual Broker Incentive Program*

Dear Brokers,

Each calendar year, Triad pays out an **additional total** to our brokers who reach the \$500,000-and-above threshold under our Incentive Program! That is over and above the broker commissions they have already received at the time each deal was funded!!!

We want to earn a major portion of your referrals, which will help you earn a piece of that pie. In past years, approximately 25% of our brokers reached and exceeded the \$500,000 threshold; and many others came close. This is one of the most lucrative incentive programs in our industry. Keep in mind that once you reach the **\$500,000 minimum**, you receive an **additional \$4,000 at year-end** ... and, take a look at how rapidly that incentive ramps up! Overall bonus of .80% at \$500,000 **doubles** to 1.60% when you reach \$5,000,000 in funded deals!!!!

Base Bonus

Volume	Base Bonus	Comments
\$500,000 to \$5,000,000	.5% of Equipment Cost of closed and funded leases.	You earn for every dollar of volume, once you reach \$500,000.

High Volume Super Bonus

Volume Milestone	Base Bonus	High Volume Super Bonus	Minimum \$ Total ¹	Overall %
\$500,000	.5%	\$1,500	\$4,000	.80%
\$1,000,000	.5%	\$3,500	\$8,500	.85%
\$1,500,000	.5%	\$6,000	\$13,500	.90%
\$2,000,000	.5%	\$10,000	\$20,000	1.00%
\$2,500,000	.5%	\$15,000	\$27,500	1.10%
\$3,000,000	.5%	\$21,000	\$36,000	1.20%
\$3,500,000	.5%	\$28,000	\$45,500	1.30%
\$4,000,000	.5%	\$36,000	\$56,000	1.40%
\$4,500,000	.5%	\$45,000	\$67,500	1.50%
\$5,000,000	.5%	\$55,000	\$80,000	1.60%

(NOTE: Important – See next page for “Conditions.”)

¹ Assumes base volumes are exactly on the “milestone.” In reality, the total dollars paid will increase as total volume increases for the Base Bonus within a Volume Milestone range.

Conditions:

- Leases must be closed and funded by 5:00 PM on December 31st.
- Any leases booked during the calendar year that are repossessed or 30 days or more delinquent at year end will have their net balance subtracted from the corresponding broker's volume.
- The Base Bonus and High Volume Super Bonus are in addition to any broker fees paid at the time of lease fundings.
- Payment of the Incentive award will be made in January of the next calendar year.
- Once a broker company has reached \$500,000 of closed and funded leases, the Base Bonus of .5% applies to the \$500,000 and to each dollar of volume generated above \$500,000.
- The High Volume Super Bonus is awarded if the volume "milestones" are reached, and is paid in addition to the .5% Base Bonus. The High Volume Super Bonus is a flat fee and does not increase until the next milestone is reached. Whereas, the Base Bonus applies to each dollar generated beginning at \$500,000 and up. However, the High Volume Super Bonus rapidly escalates and surpasses the Base Bonus as higher milestones are reached.
- Payment will be made to your company. If you are not the sole owner of your company, we leave it to you to resolve any company sharing policies or conflicts.
- Since all of the rewards are over \$600, we must report the award value as income to your company to the I.R.S.
- ***Disclaimer: Triad reserves the right to change the terms of this Incentive Program at any time, at the discretion of Triad Leasing's management.***

Triad Leasing values our broker relationships. We want to earn your business through great service. We hope you will see this Incentive Program as a fantastic earning opportunity. Please call me if you have any questions.

Sincerely,

Dave Cook

David A. Cook
President