



## Salesperson & Dealer Compensation Programs

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### **Salesperson Compensation**

Salesmen Compensation is available for those individuals who actively promote the use of AgStar Financial Services. To qualify, the dealer salesperson must do one of the following: quote an AgStar lease or loan option to their client, suggest to their client they use AgStar financing, or have an AgStar Representative contact their client directly. Compensation is based on the size of the transaction and whether or not the unit is financed during a promotional period.

It is at the discretion of AgStar as to whether or not a salesperson qualifies to receive compensation, or a reduced compensation amount. The amount will be made directly to the salesperson and reported as income for tax purposes (1099). AgStar must have a completed W9 form from each salesperson being paid compensation.

### **Dealer Compensation**

Dealers who have signed a dealer agreement and provide transaction support (completing dealer duties of dealer agreement) will be given the option at their discretion, of adding to the lease factor for originating a lease transaction through AgStar. This will be a one-time pay-out per closed transaction. Payments will be made within thirty (30) days of the full lease disbursement.

AgStar does not allow dealers to make finance income on our loans. This is restricted because AgStar has no way to recoup the funds in the event the loan is paid off before maturity.