

## **Clarity Field Partner Compensation Overview (Short Form Draft)**

*For Private Discussion — Draft v1*

### **Purpose of This Document**

This is a high-level overview of the Clarity Field Partner model, including how compensation is structured across performance tiers.

It is intended to:

- Reflect the value of the Clarity IP, system, and delivery infrastructure
- Reward high-performing partners who close and deliver engagements independently
- Create a clear and scalable path to growth

## What You're Getting Access To

As a Field Partner, you're not just reselling a program, you're leveraging a proven, licensed system:

The full **Clarity Success System** including Clarity Principles™, frameworks, language, and delivery tools

Use of the brand, credibility, and methodology built through years of enterprise experience

Back-end development (e.g. Scorecard, diagnostic tool, Community, workshop decks, Accelerator artifacts)

A direct connection to a proven business model without the burden of building it from scratch

 *No licensing fee will be required - this is being waived exclusively for you as a Founding Partner.*

Compensation is based entirely on performance and value creation.

# Revenue Split by Tier

## Tier 1: Early-Stage Partner

- *Learning the system, early-stage delivery*
- *Two separate client paid engagements delivered*

**Clarity Workshop (\$2,500): 30% to Partner → \$750**

**Clarity Accelerator (\$15,000): 30% to Partner → \$4,500**

**Sliding Scale: Clarity Accelerator (\$25,000): 40% → \$10,000**

### **Sliding Scale Bonus:**

If Accelerator is sold for **\$25,000**, Partner receives **Tier 2 payout** for that engagement → **\$10,000**

## Tier 2: Proven Delivery

- *Four+ separate client paid engagements delivered with minimal support*

**Clarity Workshop: 40% to Partner → \$1,000**

**Clarity Accelerator (\$15,000): 40% → \$6,000**

**Sliding Scale: Clarity Accelerator (\$25,000): 50% → \$12,500**

### **Sliding Scale Bonus:**

If Accelerator is sold for **\$25,000**, Partner receives **Tier 3 payout** for that engagement → **\$12,500**

## Tier 3: Strategic Independence

- *Fully independent partner, strategic-level trust, no handholding*

**Clarity Workshop: 50% to Partner → \$1,250**

**Clarity Accelerator (\$15,000): 50% → \$7,500**

**Clarity Accelerator (\$25,000): 60% → \$15,000**

### **Sliding Scale Ends Here:**

Tier 3 represents the *maximum standard payout structure*. No additional bonus escalations beyond \$25K.

### **Custom Engagement Clause:**

If a deal exceeds \$25K *and* significant strategic input or delivery by DLG, revenue share may be custom-negotiated.

## **Advancement Criteria**

*Advancement is based on performance, not time in the system.*

### **Tier 1 (Requirements to Advance to Tier 2):**

- Receives direct support from DLG for delivery and client strategy
- Uses pre-built artifacts and templates provided by DLG
- Begins building pipeline through warm introductions and outreach
- Maintains professionalism and alignment with the Clarity brand
- Deliver 2 paid client engagements with background DLG assistance (workshop or accelerator)

### **Tier 2 (Requirements to Advance to Tier 3):**

- Minimal support needed from DLG
- Create client-facing artifacts independently
- Show consistent pipeline activity with mid-sized orgs
- Maintain brand integrity and client satisfaction
- Deliver 4 paid engagements (workshops or accelerators) with 4 separate clients

### **Tier 3 Requirements and Ongoing Expectations:**

- Demonstrate full independence in sourcing, selling, and delivering
- Maintain strong outcomes, repeat clients, and strategic posture
- Trusted to operate as a true ambassador of the brand
- No licensing fee required, but must protect IP and uphold framework fidelity

## **Open for Input**

This is a draft designed to create alignment, not lock anything in unilaterally.

If there's opportunity, let's collaborate on what this looks like in practice.

My goal is to build something that scales and serves for you, for the client, and for the brand.