

Lesson 8 • The Arrangement

What a 1099 independent contractor actually is, how the pay is structured, and the rules that are not negotiable.

When you finish this lesson you can

- Explain the working arrangement accurately, including to yourself.
- State how commission is structured without quoting a number.
- Recite the rules that end the arrangement if broken.

The points worth remembering

- **What is the working arrangement?**
1099 independent contractor. Commission only, no base salary, no draw.
- **Employee or contractor?**
Contractor. You run your own small business - own hours, own expenses, own taxes.
- **How is commission set?**
Individually, and it moves as you do. It depends on your experience and how much of the sale you carry.
- **What is the starter arrangement?**
You make the introduction and we handle the pitch and the close. A real way in.
- **When are you paid again?**
Every time a client of yours takes on another service, and again when they re-sign.
- **Where are your actual terms?**
In your own agreement. Not in this training and not on any page of the site.
- **The income rule?**
We will not quote you an income - and you never quote one to anybody else. No range, no example, no what is possible.
- **What does the company owe you?**
Real training, published prices you can show without flinching, and work that gets delivered after you sell it.

Lesson 8 · check yourself

Circle one. The answer is printed underneath, so this is only worth doing honestly.

1. Someone asks what they could make in this role.

- a) Give a conservative range so as not to oversell.
- b) Tell them nobody here will quote an income, and why. ✓
- c) Tell them what a good month looks like.

Why: No range, no example, no what is possible. Anyone who puts a number in front of you before they have met you is guessing.

2. Which is true of a 1099 contractor?

- a) Taxes are withheld from commission.
- b) You run your own business - own hours, own expenses, own taxes. ✓
- c) There is a small base plus commission.

Why: Commission only, no base and no draw. Get set up properly early rather than in April.

3. Where do your commission terms come from?

- a) This training.
- b) Your own agreement. ✓
- c) The careers page.

Why: Commission is set individually. The training describes the structure; the agreement sets your terms.

4. A customer wants something we may not actually do, and the deal is close.

- a) Sell it and let production work it out.
- b) Find out before you sell it. ✓
- c) Say probably, and confirm afterwards.

Why: Do not invent capability. Probably is a promise wearing a hat, and it lands back on you.

Lesson 8 · work to do away from the screen

Handwritten. It is slower on purpose.

Write, in your own words, what being a 1099 contractor means for you practically. Three lines.

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Write your answer to what will I make. Word for word, so it is ready.

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List the six rules from memory. Check them. The ones you missed are the ones to reread.

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