



Digital Growth Advisor

Design. Develop. *Deliver.*

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About The Opportunity

UX Brite is a leading provider of product development & marketing services for small to medium businesses. We care about user experience first for our clients. We are now offering a unique Digital Growth Advisor model that empowers consultants to elevate their clientele with our branding, tech & design prowess. Our model allows individuals and independent agencies to work with our experienced team of experts to create high-quality projects for their clients. We provide the support, guidance, and resources that agencies need to succeed, enabling agencies to deliver exceptional results for their clients and build a successful digital consulting business.

Why Work with UX Brite as a Digital Growth Advisor?

1. **Get To Market Faster** - Our program gets you started working digital consulting gigs without all the additional headaches of setting up your own business, licensing, taxes, sales, HR and everything else associated with starting a professional practice.
2. **Attractive Compensation & Income Potential** - We offer great compensation for opportunities that yield great value. The larger the contract, the more percentage of commissions you are able to receive. In addition to reduced cost in operations overhead, on average advisors saw a 30% increase in profit margins compared to their traditional business operations costs.
3. **Flexibility** - Becoming an advisor allows you to have flexibility in your schedule, and types of customers you want to work with. We provide systems and processes for you to run your consulting business, but you get to decide how your brand operates.
4. **Access to World Class Digital Teams** - Gain access to key services for your consulting practice even if you don't have full experience in a specific target problem domain. Lean on our network for joint-work to take on larger opportunities and yield higher revenues.
5. **Expanded Capabilities Cements Credibility** - Usually freelancers and agencies are limited to their flagship services or single competency. Upsell your existing clientele additional business needs with the additional capabilities from UX Brite.
6. **Great Culture and Environment** - Join a community of highly driven, passionate, creative professionals from all backgrounds to impact small businesses with integrity.
7. **100% Remote** - Run your business from anywhere in the world, we believe as long as results are met, it doesn't really matter. We have an office in the Chicago location only if you also prefer in-person.

Eligibility Criteria

To be eligible to participate in the UX Brite program, agencies must meet the following criteria:

- Be a registered business/proprietorship OR a valid employment status in the U.S.
- Have a proven track record of success in sales, digital marketing, consulting or IT.
- Be able to demonstrate a commitment to providing high-quality services to clients.
- Be willing to invest in the program and its associated costs.

In addition to the general criteria, advisors may also be required to meet specific criteria based on their industry, location, or other factors. For example, advisors may be required to:

- Be located in a specific region or country.
- Have experience working with clients in a particular sector or industry.

Candidates that meet the eligibility criteria will be invited to the program.

How Do Digital Growth Advisors Make Money?

At UX Brite we provide clients with premier product & marketing consulting services that grow firms and their capabilities, usually from a tech, design or marketing perspective.

Deal Type	Compensation
Digital Starter Deals <i>(Landing Pages, Brand Websites, eCommerce)</i>	Mix of upfront commission on website build & percentage of monthly recurring revenue
Fixed Project Deals <i>(Web Apps, iOS & Android Apps, APIs, Integrations, etc.)</i>	Percentage of total contract value - 1st half of commission made at down-payment, then 2nd commission on final milestone payment.
Project Retainer Deals <i>(Dedicated Personnel, or Consultancy)</i>	Percentage of client's monthly recurring revenue

Example of Each Deal Type and Commissions:

Digital Starter Deals:

- **Example:** A small business needs a new website. The agency advisor prospects the business, sets up a discovery appointment, and submits a proposal. The proposal includes a one-time upfront commission for the website build and a 15% commission on monthly recurring revenue.

Fixed Project Deals:

- **Example:** A medium-sized business wants to improve its existing website. The agency advisor prospects the business, sets up a discovery appointment, and submits a proposal. The proposal includes a fixed project fee of \$10,000. The advisor takes a percentage of the total contract value. The commission is paid in two installments: 50% at the down-payment and 50% upon completion of the project.

Project Retainer Deals:

- **Example:** A large enterprise wants to hire UX Brite on a retainer basis to provide ongoing product development and marketing consulting services. The agency advisor prospects the business, sets up a discovery appointment, and submits a proposal. The proposal includes a monthly retainer fee of \$5,000. UX Brite and the agent agree to a 20% commission rate, so in this example, the commission is \$1000 and is paid monthly.

The Client Acquisition Process

Agencies can expect the typical sales process to take at least **21-30 days to close** typically. For larger organizations, their decision making process is closer to **45-60 days**.

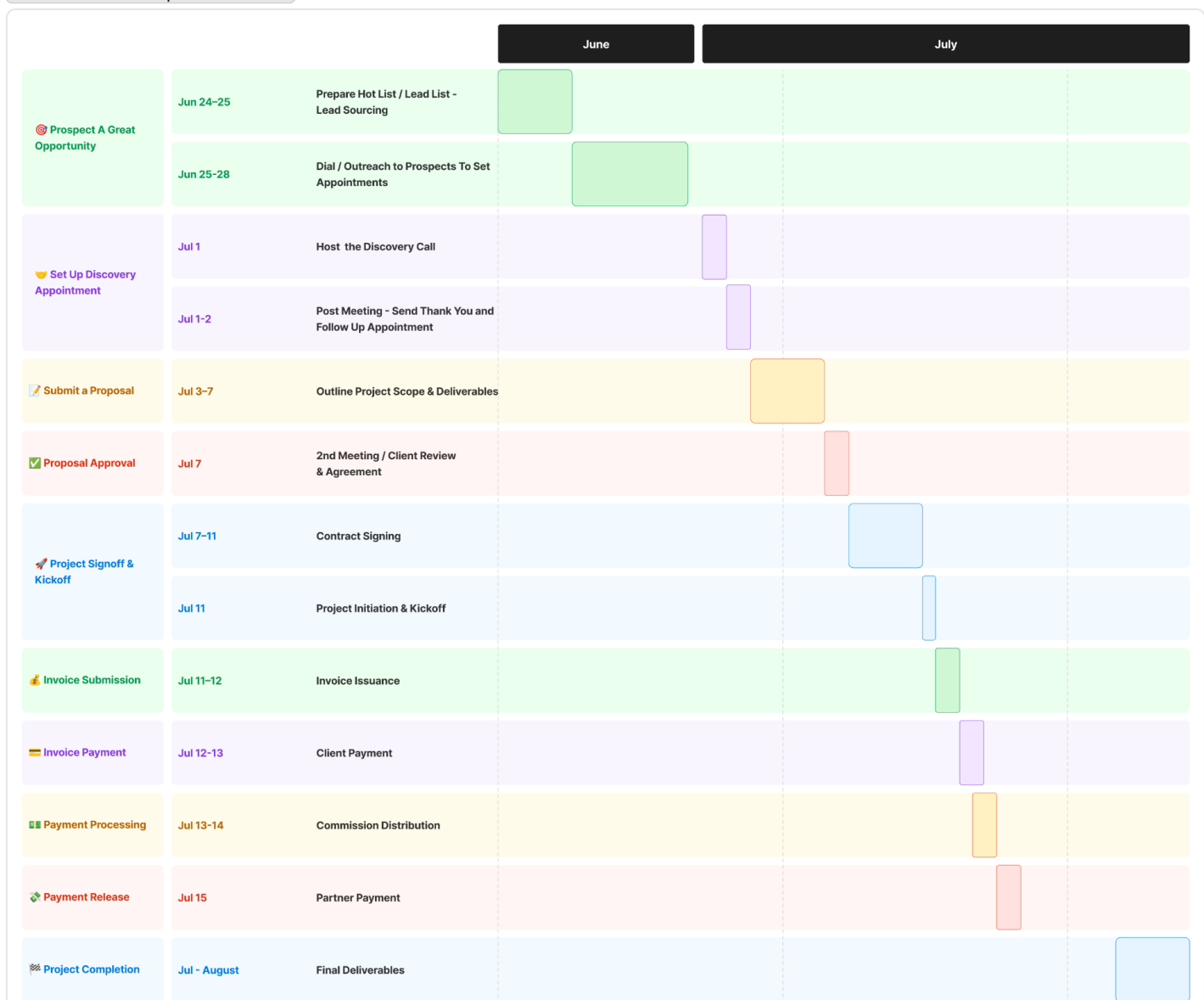
Activity is important - why? Business is typically a **game of numbers**. As a consultant if you schedule 10 meetings a week, you can expect to keep 50% of those appointments.

We Follow the 10-3-1 Rule of Client Acquisition

10 Qualified Leads - Results In At Least 3 Discovery Calls - 1 Will Be A Client

Example of The Acquisition Process Visualized:

UX Brite - Client Acquisition Process



Typical Sales Cycle Time: 21-30 Days

The Client Acquisition Process Detailed

1. **Prospect A Great Opportunity** - Agencies will prospect with ideal clients (locally, or remote) and discover opportunities that would be a great fit UX Brite. There are two types of qualified leads that agencies should prospect with:
 - **1st Type of Qualified Lead - Digital Starters**
 - i. Businesses With No Digital Presence
 - ii. Businesses With A Website; But Completely Outdated
 - iii. Businesses Who Are Dissatisfied with Their Digital Efforts
 - **2nd Type of Qualified Lead - Product Builders / Owners**
 - i. Businesses Who Are Building a New Product
 - ii. Businesses Who Want To Improve Their Product
2. **Set Up Discovery Appointment with UX Brite**
 - We teach you the proper sales cycle process for asking the right questions to engage businesses to start uncovering opportunities within the first meeting. These can be run by you, the agency advisor, or you can do joint work and bring in our experts to run the sales cycle for you.
3. **Submit a Proposal:**
 - UX Brite will help you outline the project scope and deliverables, and then submit the proposal to the client.
4. **Proposal Approval:**
 - Your client reviews our proposal and approves it if it meets the requirements and standards. *(We will help you with this)*
5. **Project Sign Off & Kickoff:**
 - ***Your prospect signs the contract/service agreement officiating the deal.***
 - The digital service team begins working on the project according to the approved proposal.
6. **Invoice Submission:**
 - UX Brite submits an invoice to your prospect to kickoff the start of a project.
7. **Invoice Payment:**
 - Prospect will review the invoice and make an initial payment to secure services.
8. **Payment Processing:**
 - Once payment is made, UX Brite processes the payment, and distributes commissions to the digital advisor's preferred payment method.
9. **Payment Release:**
 - The advisor receives the payment within the agreed-upon payment terms (e.g., 14 days).
10. **Project Completion:**
 - The digital advisor completes the project and delivers the final deliverables to your prospective client.

Commission Structure

Rates:

Commissions are calculated based on a percentage of the total contract value. The commission rate varies depending on the contract value. As a default, here are our standard rates:

- **Digital Starter Deals:** 15% commission on upfront deposit and monthly recurring revenue
- **Fixed Project Deals:** A percentage of the total contract value paid in two installments (50% at the down-payment and 50% upon completion of the project)
- **Project Retainer Deals:** 15% commission of the monthly retainer fee

Tiers and Thresholds:

Tier	Contract Value	Commission Percentage
Base	\$1,000 - \$4,999	15.0%
Bronze	\$5,000 - \$9,999	18.5%
Silver	\$10,000 - \$24,999	20.0%
Gold	\$25,000 - \$49,999	23.0%
Platinum	\$50,000+	Negotiable

Duration and Timing:

Commissions are earned for the duration of the contract. For Digital Starter Deals, commissions are paid monthly. For Fixed Project Deals, commissions are paid in two installments (50% at the down-payment and 50% upon completion of the project). For Project Retainer Deals, commissions are paid monthly.

Tools & Support

As an agency advisor, you will have the full support of UX Brite to help you build a successful digital consulting practice. Here is a list of benefits you can expect by joining the program.

1. Access to UX Brite's team of experts in product development and marketing
2. Training and onboarding on UX Brite's processes, systems, and tools
3. Marketing materials and templates to help agencies promote their services
4. Lead generation support, including access to UX Brite's database of potential clients
5. Proposal writing support
6. Contract negotiation support
7. Project management support
8. Access to UX Brite Agency Dashboard (Client Management, Revenue & Operations)
9. Access to UX Brite's network of advisors and vendors
10. Ongoing training and development opportunities
11. A dedicated account manager to provide personalized support

FAQs: UX Brite Agency Program

How long does it take to get started with the program?

Once you sign up for the program, you can get started immediately. We will provide you with the necessary training and support to help you get up and running quickly.

What are the costs associated with the program?

There are no upfront costs to join the program. We charge a monthly fee of \$125. This fee covers your access to our platform, training, and support.

How do I get paid?

You will be paid monthly based on the commissions you earn from your client work. We will issue payments via PayPal, direct deposit or alternative payment method.

What kind of support do you provide?

We provide a range of support services to our advisors, including:

- Training and onboarding
- Marketing and sales support
- Technical support
- Customer support

How do I get started?

To get started with the UX Brite Agency Program, please visit our website and sign up for the program. We will then contact you to discuss the next steps.

Legal and Compliance

Terms and Conditions

- By participating in the UX Brite Digital Growth Advisor Program, you agree to be bound by the following terms and conditions:
 - You will provide UX Brite with accurate and complete information about your business and your qualifications.
 - You will comply with all applicable laws and regulations in your business operations.
 - You will not engage in any activities that could damage the reputation of UX Brite or its advisors.
 - You will promptly notify UX Brite of any changes to your business or your qualifications.
- UX Brite reserves the right to terminate your participation in the Digital Growth Advisor Program at any time, for any reason, with or without notice.

Privacy Policy

- UX Brite is committed to protecting the privacy of your personal and client data.
- We will only collect and use your data in accordance with our Privacy Policy.
- We will never share your data with third parties without your consent.
- We will take all reasonable steps to protect your data from unauthorized access, use, or disclosure.
- If you have any questions about our Privacy Policy, please contact us.

Contact Information:

For any questions or issues regarding the UX Brite Agency Program, please contact:

- Email: partners@uxbrite.com
- Phone: (708) 374-3646

Regular Updates:

We will communicate regular updates about the program through the following channels:

- Email newsletters
- Our website
- Social media
- Webinars and workshops

Sign Up for the Program - [Click Here](#)