

Renewal Performing Status

Renewal Performing Status determines your commission rate on renewal deals as a Funding Manager. Here's how it works:

- **Initial Commission:** After funding 100 deals, you become a Funding Manager. Your renewal commission starts at 15%.
- **Revenue Requirement:** To maintain *Renewal Performing Status*, you must generate \$25,000 in new revenue 2 out of the last 3 months.

Failure to Maintain Performing Status:

- If you do not meet the revenue target, your renewal commission rate will drop from 15% to 10%.

Regaining 15% Commission:

- To return to the 15% renewal commission, you must hit the \$25,000 revenue target for **2 out of 3 months**.

Example Scenarios:

1. **January:** Missed target
February: Missed target
March: Hit target
April: Hit target
Status: *Performing* (15% renewal commission)
2. **January:** Missed target
February: Missed target
March: Hit target
April: Missed target
Status: *Not Performing* (10% renewal commission)

Maintaining *Renewal Performing Status* is crucial to keep your commission at 15%. Falling below the required revenue target reduces it to 10%, and you must hit the target for 2 out of 3 months to restore the 15% rate.