

INDEPENDENT REPRESENTATIVE APPLICATION

Company Name: \_\_\_\_\_ Established: \_\_\_\_\_

Representative: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Tel.: \_\_\_\_\_ Fax: \_\_\_\_\_

Federal Tax ID#: \_\_\_\_\_ Representative SS#: \_\_\_\_\_

Description of Primary Business: \_\_\_\_\_

Products/Services Offered (check all pertaining)

- |   |   |  |
|---|---|--|
| <input type="checkbox"/> Purchase Order Financing | <input type="checkbox"/> Letters of Credit  | <input type="checkbox"/> Factoring                                 |
| <input type="checkbox"/> Asset-Based Lending      | <input type="checkbox"/> Equipment Leasing  | <input type="checkbox"/> Venture Capital                           |
| <input type="checkbox"/> Bank Loans               | <input type="checkbox"/> Investment Banking | <input type="checkbox"/> Other Commercial Finance (describe below) |

\_\_\_\_\_  
\_\_\_\_\_

- |   |   |  |
|---|---|--|
| <input type="checkbox"/> Mortgages                | <input type="checkbox"/> Consumer Finance | <input type="checkbox"/> SBA Packaging |
| <input type="checkbox"/> Consulting (describe):   | _____                                     |  |
| <input type="checkbox"/> Professional (describe): | _____                                     |  |
| <input type="checkbox"/> Other (describe):        | _____                                     |  |

Percent of Time Currently Spent on Purchase Order Financing (including Letters of Credit)?: \_\_\_\_\_

Professional References

|             |            |                     |
|-------------|------------|---------------------|
| Name: _____ | Tel: _____ | Relationship: _____ |
| Name: _____ | Tel: _____ | Relationship: _____ |
| Name: _____ | Tel: _____ | Relationship: _____ |

Professional Associations and Positions Held (Dates)

1. \_\_\_\_\_
2. \_\_\_\_\_

I acknowledge the above information to be accurate to the best of my knowledge. I hereby authorize International Trade Finance to investigate my references, prior employers, and other matters related to my qualifications as an Independent Representative. I authorize International Trade Finance to request and obtain a consumer credit report. If such a report is obtained, I understand that I have a right to receive a copy.

Signature of Applicant: \_\_\_\_\_ Date: \_\_\_\_\_

**INDEPENDENT REPRESENTATIVE MARKETING AGREEMENT**

**THIS AGREEMENT** made this \_\_\_\_\_ day of \_\_\_\_\_, between International Trade Finance ("ITF") and \_\_\_\_\_ ("Representative").

**TERM:** This agreement will become effective on the date stated above and shall have a term ending on the earlier of twelve (12) months from the date stated above or at any time by mutual agreement between Representative and ITF. All commissions for accounts funded prior to termination will continue to be honored. Terminated agreements will be eligible for renewal.

**SERVICES TO BE PERFORMED:** Representative agrees to solicit new prospective commercial clients for ITF, to assist ITF in obtaining completed document packages for ITF's evaluation and possible acceptance in accordance with ITF's instructions to Representative. Representative is responsible for identifying prospects for ITF, gathering pertinent and requisite information in order to prepare any prospective client's accounts for ITF's evaluation and potential funding. Representative will determine what amount of time to be devoted to the performance of the above-described services. Representative will not use the name of International Trade Finance for advertising purposes without the express written consent from ITF.

**COMPENSATION:** In consideration for the services to be performed by Representative, ITF agrees to pay  
- ten percent (10%) of all net fees generated from any account provided with only contact information by Representative to ITF and funded by ITF, or  
- fourteen percent (14%) of all net fees generated from any account provided with a complete document package by Representative to ITF.

This commission will be paid on the 10th day of the month for all transactions closed in the prior month. This commission will be paid by ITF to Representative for the life of the account.

**INTERNET LEADS:** Many Representatives have Web sites and the ability to allow prospects to apply online for our services. In the case where more than one Representative receives the same application and submits this application to ITF, the application arriving first will be the Representative that will be paid on this transaction should funding occur. The computer time stamp on the e-mail generated by ITF's e-mail system will be the deciding factor.

**OBLIGATION OF ITF:** ITF agrees to comply with all reasonable requests of Representative and provide access to all documents and forms reasonably necessary to the performance of Representative's duties under this Agreement.

**MARKETING:** International Trade Finance may provide Representative with marketing materials. Any use of ITF's marketing materials must be pre-approved and not altered whatsoever. This includes use of International Trade Finance material and/or information on internet Web sites.

**INDEMNITY:** ITF and Representative each agree to indemnify and hold the other party harmless from any causes of action which may arise due to their gross negligence.

Executed at \_\_\_\_\_ on the date first written above.

**INDEPENDENT REPRESENTATIVE**

**INTERNATIONAL TRADE FINANCE**

\_\_\_\_\_  
*COMPANY NAME (PRINT OR TYPE)*

BY: \_\_\_\_\_  
Signature

\_\_\_\_\_  
Business Development Manager

\_\_\_\_\_  
Representative's Name

\_\_\_\_\_  
President

\_\_\_\_\_  
Phone Number

*This contract is null and void if not signed by the President.*

SS# or Federal ID #: \_\_\_\_\_