

EMD BOTTOM LINE OFFER SHEET

INTERNAL — EMPLOYEE USE ONLY. DO NOT SHARE, SCREEN-SHARE, OR SEND TO CLIENTS.

Rep authority on top. Manager authority below. Reps do not quote from the lower table.

DISCOUNT AUTHORITY (edit — both tables recalculate)

Rep discount: 10% ger additional: 5%

SALES REP — BOTTOM LINE					
TIER	TERM	LIST PRICE	REP FLOOR	\$ OFF	ANNUAL RENEWAL
Passport	1–2 years	\$1,299	\$1,169	\$130	\$199
Signature	5 years	\$3,899	\$3,509	\$390	\$399
Prestige	10 years	\$5,599	\$5,039	\$560	\$499
Legacy	Lifetime	\$7,500	\$6,750	\$750	\$599

REP FLOOR is the lowest price a rep may offer. Below it, bring in a manager — do not invent a number.

SALES MANAGER — BOTTOM LINE							
TIER	TERM	LIST PRICE	REP FLOOR	MANAGER FLOOR	TOTAL \$ OFF	TOTAL % OFF	ANNUAL RENEWAL
Passport	1–2 years	\$1,299	\$1,169	\$1,111	\$188	14.5%	\$199
Signature	5 years	\$3,899	\$3,509	\$3,334	\$565	14.5%	\$399
Prestige	10 years	\$5,599	\$5,039	\$4,787	\$812	14.5%	\$499
Legacy	Lifetime	\$7,500	\$6,750	\$6,413	\$1,087	14.5%	\$599

MANAGER FLOOR applies the additional 5% to the rep floor, not to list. Nothing below it without owner approval.

COST PER YEAR — REFERENCE				
TIER	YEARS	LIST / YR	REP FLOOR / YR	MANAGER FLOOR / YR
Passport	1	\$1,299	\$1,169	\$1,111
Signature	5	\$780	\$702	\$667
Prestige	10	\$560	\$504	\$479
Legacy	20	\$375	\$338	\$321

Legacy modeled on a 20-year horizon. A tier upgrade usually beats a discount — check here before approving one.

HOW TO USE THIS SHEET

- Blue on yellow (B6, D6) are the authority rates. Blue in LIST PRICE and ANNUAL RENEWAL are the standard prices. Everything else is calculated — do not type over it.
- Change a rate or a list price and both tables update together.
- Reps quote from the top table only. The manager table is for approving a request, not for a rep to reach on their own.
- This file is internal. Nothing on it goes on a screen share or into a client's hands.