

## CONDITIONAL GUARANTEE

New Clients, Inc., (hereinafter NCI), hereby guarantees that Owner will acquire clients which will provide him with a total of Fifty Thousand Dollars (\$50,000.00) in annualized billing during his/her first Twelve (12) months of operation commencing upon the Thirtieth (30th) day after completion of training, using the methods, techniques and systems as taught by NCI.

In order for this guarantee to be valid and in force, Owner agrees to strictly adhere and perform each and all of the following:

1. Within Thirty (30) days of completing the Practice Development Seminar (PDS), Owner must hire and train a minimum of one (1) appointment setter(s). Appointment setter(s) must work a minimum of Twenty (20) hours per week in an effort to secure appointments for Owner during the entire term of this guarantee.
2. Owner agrees to use his/her best efforts in signing up new clients and agrees to attend or reschedule and attend, as the need arises, all appointments scheduled by his/her telemarketer(s).
3. To abide by the pricing guidelines for write-up clients as defined at the Practice Development Seminar. (Fee Structure Attached).
4. Send NCI, on a weekly basis, all marketing and telemarketing reports including the Client Service Representative's Weekly Report, the Appointment Setter's Weekly Report, the Appointment Reports and copies of Client Service Agreement for each client signed. If, in the sole opinion of NCI, any deficiencies exist in Owner's marketing effort, Owner must immediately apply reasonable adjustments specified in writing by NCI to correct such deficiencies.
5. Owner agrees to respond and confirm in writing to NCI within Seven (7) days of any request regarding total annual billing.
6. NCI will refund the seminar fee paid by the Owner for any amounts less than Fifty Thousand Dollars (\$50,000.00).
7. For the purpose of calculating the refund as provided in Paragraph 6 above, the following fees shall also be added to the total of annualized billings for secured clients: Installation fees billed, tax returns, backwork and all other fees generated. For the purpose of this conditional guarantee, a secured client is any client of the owner who has signed the Client Service Agreement and has paid at least Fifty Dollars (\$50.00) for installation or other services.

8. NCI reserves the right to supplement Owner's existing marketing effort at no charge to Owner. Owner will cooperate in this effort.

9. Owner agrees that NCI has the right to inspect and audit client files and all other related information pertaining to gross annual billing as defined by the Conditional Guarantee. NCI will give at least Two (2) business day's notice to Owner if it wishes to exercise this right.

10. Owner represents and warrants that in order for this Guarantee to be valid and in force, all procedures and requirements of NCI specified above must be strictly adhered to.

OWNER: \_\_\_\_\_  
(Please Print)

\_\_\_\_\_  
OWNER (Signature)

\_\_\_\_\_  
BRUCE J. CLARK, CEO  
NEW CLIENTS, INC.

DATED: \_\_\_\_\_

DATED: \_\_\_\_\_

**CLIENT FEE OUTLINE  
OF  
NEW CLIENTS, INC.**

The fee structure for securing write-up clients through New Clients, Inc. marketing systems are as follows:

| <b>ENTITY</b>   | <b># OF CHECKS</b> | <b># OF EMPLOYEES</b> | <b>RATE<br/>PER CHECK</b> |
|-----------------|--------------------|-----------------------|---------------------------|
| Sole Proprietor | 0 - 100            | 0 - 4                 | \$3.00                    |
| Partnership     | 0 - 100            | 0 - 4                 | \$3.00                    |
| Corporation     | 0 - 100            | 0 - 4                 | \$4.00                    |

An additional \$10.00 is added to the monthly fee for each employee above four.

Partnerships and corporations require additional year-end charges that must be quoted separately.

OWNER: \_\_\_\_\_

DATE: \_\_\_\_\_