

ADDENDUM to LETTER of AGREEMENT (LOA)

Explanation of Speaking Fees, Commissions, etc.

Ron Mueller's website offers a "Referral Rewards" program, which pays Referral Rewards Members a commission on each online-purchase made by a person referred to Ron's website by via a Referral Rewards Member's unique link. *These commissions apply only to online sales*, and thus are not applicable to sales made at live events.

Ron's speaking fee for live events is \$1,200. As you know "time is money," so the purpose of the Speaking Fee is to partially compensate him for the value of the time he will spend traveling to your event, delivering his presentation, and returning to San Diego.

1. If you have an audience of 150 attendees or more, Ron will normally sell enough of his materials at the back of the room, to cover the value of this time. Therefore, ***if at least 150 people are in attendance***, you will automatically receive a refund of the full \$1,200 on the day of the event.

2. ***If your attendance is in excess of 200***, Ron will expect to make *more than enough* sales to cover the value of his time. In that case, in addition to returning the \$1,200 Speaking Fee, he will also voluntarily offer you a "bonus" of 10% of net back of the room sales. That is simply his way of thanking you for producing a great turnout. This bonus is normally paid approximately 30 days after the event, in order to allow time for returned checks, refund requests and invalid credit card charges.