

# Campus IACFB



*Training • Support • Instructions*

## How to Gain Access to IACFB, and the Factoring / Commercial Finance Training and Marketing Support Functions in Campus IACFB

Campus IACFB provides comprehensive training for the broker network of Aegis Factors and DMS Commercial Finance. Our training and marketing support is exceptionally affordable (and in some cases at NO COST) and created to enhance broker productivity for both full time and part-time Commercial Finance Consultants (CFC)s affiliated with our finance companies and operations.

Access to the Campus can be obtained through annual purchase (\$99), or as the result of several unique brokering programs sponsored by Aegis Factors and DMS Commercial Finance. These include:

- **BizCap:** a unique but limited (approximately 58) mentored program designed for part-time professionals intent on adding factoring and commercial finance products to their current list of professional services. See [www.aegisfactors.com](http://www.aegisfactors.com) for additional information on the BizCap Program.
- **DMS Broker4Us:** designed to support the wholesale operations of Aegis Factors. Broker4Us and is open to all new registrants but has limited premium website domains in major markets. See [www.Broker4Us.com](http://www.Broker4Us.com) for additional information.
- **Independent Consultants:** for those entering the industry and not currently affiliated with Aegis Factors or DMS Commercial Finance.
- **DMS Web Hosting Clients:** New for 2012, all web hosting clients of DataMax who are current on their monthly hosting and support fees will have access to the Forum and Campus IACFB. See [www.datamaxmarketingsystems.com](http://www.datamaxmarketingsystems.com) for additional information.
- **Producing Brokers:** Any broker having referred clients to our finance companies and currently receiving a monthly commission check from Aegis Factors or DMS Commercial Finance will automatically be granted access to all Campus IACFB Areas. See [www.aegisfactors.com](http://www.aegisfactors.com) or [www.dmscommercialfinance.com](http://www.dmscommercialfinance.com) for additional information.

For those who are just beginning a full or part-time career in factoring and alternative commercial finance, IACFB can provide the “cornerstone” of your necessary training and greatly assist your successful entry into this remarkable industry through our various broker programs developed by Aegis Factors and DMS. As you are probably already aware, IACFB training is exceptionally inexpensive when compared to all other options. This is due to the fact that we are directly related to funding sources that will earn fee revenue as you direct new factoring clients and related business their way.

There are five (5) ways in which you can receive or qualify for Campus IACFB training and support. A comparison of the various program features follows.

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	<u>Aegis BizCap</u>	<u>DMS Broker4Us</u>	<u>Independent Brokers</u>	<u>DataMax Hosting Client</u>	<u>Producing Broker</u>
IACFB Membership	Yes	Yes	Yes	Yes	Yes
Campus Access	Yes	Yes	Yes	Yes	Yes
Forum Access	Yes	Yes	Yes	Yes	Yes
Participation	Limited <sup>1</sup>	Open	N/A	N/A	N/A
Program Cost	\$75	\$149	\$99	\$0	\$0
Website Included	Yes	Yes	No	N/A	No
Domains Avail.	Limited (58) <sup>2</sup>	Limited <sup>3</sup>	Unlimited	Unlimited	N/A
Hosting Required	Yes (\$25) <sup>4</sup>	Yes (\$15) <sup>4</sup>	N/A	Yes (\$15) <sup>5</sup>	N/A
Hosting Credit	Yes <sup>6</sup>	Yes <sup>6</sup>	N/A	No	N/A
Domain Ownership	Aegis <sup>7</sup>	DMS <sup>7</sup>	N/A	Broker <sup>7</sup>	N/A
Training Guide	Yes (Download)	Yes (Booklet)	Available	Available	Available
Newsletter Sup.	Yes <sup>8</sup>	No	No	No	No
Webinar Support	Yes <sup>9</sup>	Yes <sup>9</sup>	No	No	No
Referrals	Yes <sup>10</sup>	No	No	No	No
Commission Paid	10%-15% <sup>11</sup>	Grid <sup>11</sup>	10-15% <sup>11</sup>	Grid <sup>11</sup>	10%-15% <sup>11</sup>
Marketing Req.	Yes <sup>12</sup>	No	No	No	No
Production Req.	Yes <sup>13</sup>	No	No	No	No
Placement Restrict.	Yes <sup>14</sup>	Yes <sup>14</sup>	No	No	No
Contest Participate	Yes	Yes	Yes	Yes	Yes

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1. Aegis BizCap is a very limited program designed for part-time consultants. It was created for professionals in accounting, insurance, and finance who are interested in adding factoring and alternative commercial finance to supplement the income from their current product areas.
2. BizCap is currently limited to approximately 58 locations nationwide with sites already up and operating. To view the current locations available visit the IACFB Site Map for information on Aegis Factors BizCap.
3. DMS Broker4Us locations are basically unlimited, however, key domains are not. Domains which are currently up, operating, and available can be found in the IACFB Site Map under DMS Broker4Us.
4. Hosting under the BizCap Program is \$25 per month and reflects the additional update requirements of the site monthly by Aegis staff. Hosting for Broker4Us is \$15 per month.
5. Hosting for DMS standard website hosting customers including our notebroker and cash flow broker hosting clients is \$15 per month.
6. Upon submission and acceptance of your first deal under the Aegis Factors or Broker4Us Programs, hosting is reduced to \$0 per month (FREE HOSTING) and will remain at \$0 per month so long as you are receiving a monthly commission check from either company.
7. All BizCap domains are owned by Aegis Factors. All Broker4Us domains are owned by DMS. All notebroker, cash flow broker, and independent factoring broker website domains are owned by those individual brokers.
8. To assist our BizCap associates with their marketing efforts, prospects are registered with Aegis Factors and receive monthly Small Business Newsletters and bulletins from Aegis Factors. See program details for additional information.
9. All BizCap (required) and Broker4Us (optional) associates benefit from periodic Aegis Factors Small Business Finance webinars. See those programs for details.
10. BizCap associates have protected territories and as such, receive commission credit for all new accounts opened in their protected location. All requests for information or contact received are forwarded to our assigned associate.
11. For new accounts purchased for its portfolio, Aegis Factors pays 10%-15% of the factoring fees earned. (See Broker Agreement at [www.aegisfactors.com](http://www.aegisfactors.com)) For accounts not qualified and referred to other factors, fees are GRID. All commissions paid by Broker4Us are GRID unless purchased by Aegis Factors Portfolio at 10%-15% of fees earned. Independent Brokers are paid 10%-15% of fees earned.

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12. Under the Aegis Factors BizCap Program, certain monthly marketing requirements must be met. See that program for details. (Available at the IACFB site map at [www.iacfb.org/sitemapmain.htm](http://www.iacfb.org/sitemapmain.htm))
13. A minimum production requirement must be met under the Aegis Factors BizCap program to maintain BizCap status and IACFB access.
14. Placement restrictions exist under both the BizCap and Broker4Us and limit “selling away” from the firm. See both Programs for details.