

KALIB M. LOY

The Paymasters Guide to the  
Galaxy

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*First edition*

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# Introduction

Get paid, every time, and stop worrying about being circumvented! The Paymasters Guide to the Galaxy will show you 8 different ways to controlling a deal and ensuring your payment without fail. One of the most powerful tools in our financial world is the ability to entrust a third party with funds, that will deliver those funds to the appropriate parties while under contract. With the power to distribute funds how you see fit will allow you maintain control of the deal until the end. Learn more at Bluhe University.

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# 1

## The Paymaster

A Paymaster is someone that has been appointed by a group of lenders, investors, buyers, or sellers to receive, hold and dispense funds, fees, salaries, commissions, or other trade, loan, or sales proceeds within the public or private sector. Paymasters are used to secure and deliver funds from a payment or transaction. They are responsible for delivering funds to the bank accounts and individuals involved. Paymasters can also assist in setting up multiple accounts and delivering funds to each one. They are typically an attorney or CPA with a license depending on the country they reside in.

The term Paymaster originally was a position in the British government, established in 1661. They were responsible for financing part of the British Army. The Paymaster military position continued, in later years Paymasters were responsible for paying troops and salaries to the appropriate parties. Today Paymasters have been adopted in the business world.

Unfortunately, most consultants that bring a deal this far in the process aren't even ready to receive money from a Paymaster. It's one thing to talk about doing a deal, but what

about collecting the payment? Paymasters offer a way to receive money in confidence by confirming the banks are of clean and clear sources. It reduces the risk of accounts being flagged. When choosing a Paymaster be sure to start an account with them first and verify they carry the proper insurance.

**TIP:** If the Paymasters insurance isn't high enough the payment will not go through. If the client is using a Paymaster account that is insured for only one hundred thousand USD (\$100,000.00) then that will be the max payment the account will allow. This isn't helpful for deals that pay out two percent (2%) of fifty million USD (\$50,000,000.00) in profit sharing. If you did close a deal that size, your Paymaster wouldn't be able to handle the volume and, your deal would be red flagged and placed on a freeze.

The original deal involving the contract with the buyer and seller should include:

- 1.) A Profit Share Agreement (PSA)
- 2.) or a traditional Irrevocable Master Fee Protection Agreement (IMFPA).
- 3.) Sub-Fee Agreement

The PSA and IMFPA agreements are signed by the buyer, seller, and any agents included in with the deal. Each agreement provides instruction for the Paymaster of all specifics regarding profit share and how the funds are to be delivered. Within the IMFPA the Agent/Consultant can negotiate their fees while having buying and selling parties involved on the same agreement.

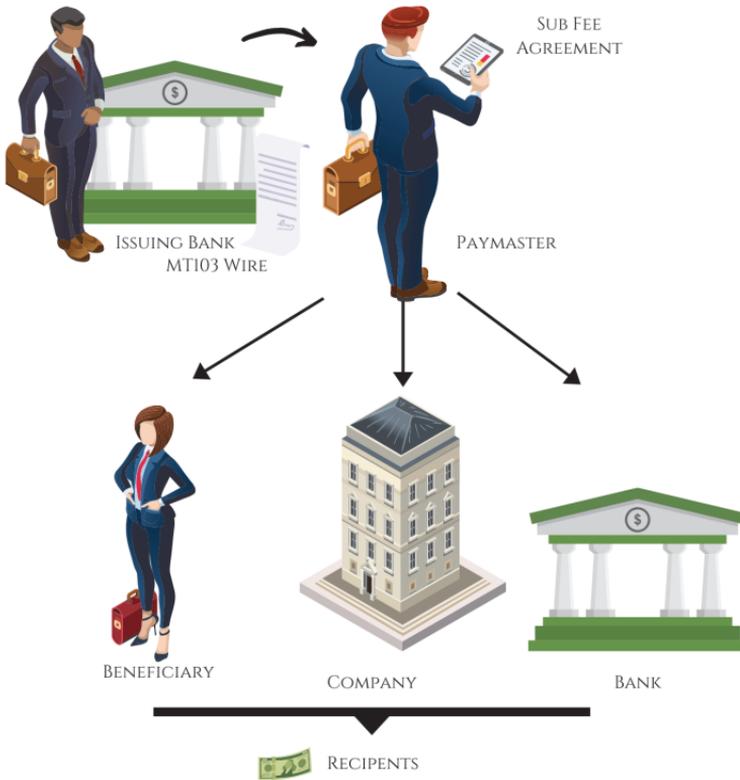
In the event of working with a group or with partners, you will need to familiarize yourself with using an agreement called a

## THE PAYMASTER

Sub-Fee Agreement. There is no cookie cutter way of putting these together. The Paymaster that you will be using should have a Sub-Fee Agreement that they are currently familiar with. Be sure to contact them and get all of the documents they need to payout everyone involved.

Below is an example of how funds are sent by the issuing bank and delivered to the Paymaster account where the funds are distributed accordingly.

## THE PAYMASTERS GUIDE TO THE GALAXY



Paymasters are responsible for delivering profit from a private transaction. They will deliver funds according to the instructions agreed upon. These instructions are laid out within the Profit Share Agreement or IMFPA.

## What's required to get a Paymaster?

1. Colored Copy of your Passport
2. Customer Information Sheet (CIS)
3. Clear Copy of your Signature on the Passport and CIS



PASSPORT



CIS

Paymasters should be a licensed attorney with insurance to cover what they are handling. They typically charge on boarding

fees of 1% - 2% of the total amount, depending on the deal. Is 1% -2% really too expensive? ... Not at all, Look at it like insurance. The Paymaster guarantees that the funds are clean and clear. They are also responsible for notifying the government and bankers so that your transaction won't freeze. Imagine working weeks on a deal that paid you \$15 million dollars and you can't have access to your funds because they've been frozen by the FBI for 24 months until further notice. Due to an intermediary with an outdated passport. Paymasters have great value and are totally worth the minor fee.

Paymasters can deliver payments anywhere you ask as long as it's within their means. In the example below a Paymaster is splitting profits between a personal account and trust account.

## THE PAYMASTER



A few other benefits to working with the right Paymaster:

- They can build accounts for you in front of your payment delivery and assist you with taxes if they are licensed CPAs.
- If the Paymaster is a CPA, they can counsel you on when and where your funds should be delivered. Also, enabling you to maximize your opportunity and manage taxes easily at the same time.
- If you have a steady stream of money coming in monthly tranches, you can set it up where your Paymaster can create

an account like a 'trust' account and then deposit the funds thereafter.

Paymasters, if used wisely are formidable tools in high level finance.

## 2

# Dealing with Mandates

Mandates are like Santa Clause, they aren't real. But, many people are deceived in believing that the title "Mandate" makes you top dog in the financial space. They aren't pretending to believe in a Mandate and there is no recognition that this is all in fun. Sadly by the time they realize it's all just amusement and make-believe, it's already too late. Riding the mandate roller coaster can cause incredible amounts of damage. You can wait all you want for Santa to come down the chimney, but he won't. Because feelings don't make things real.

No matter how much we believe a "Mandate" is real. The correct term for a "Mandate" is actually Principal Intermediary or Agent in most countries. When doing business in the U.S. you will need to become a Principle Intermediary or Agent. I personally use agent agreements and if I hear someone call themselves a "Mandate", it's a good sign that they are not educated on industry standards.

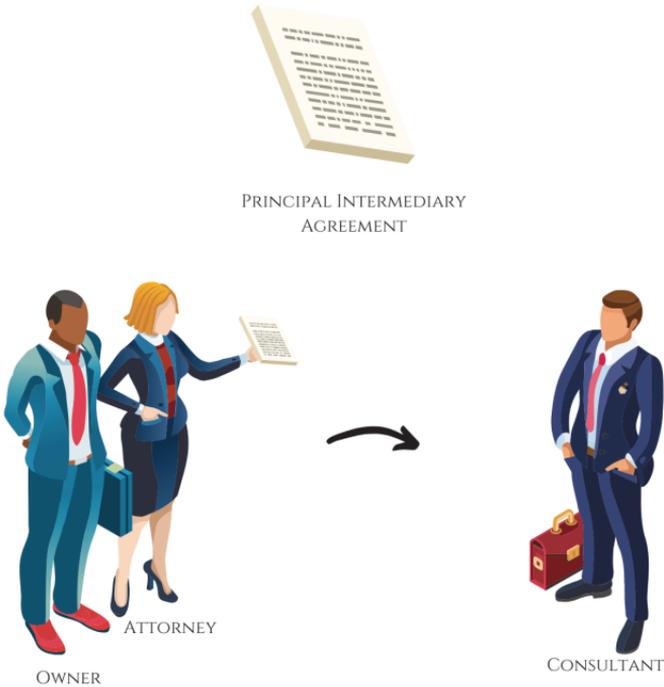
Becoming an Agent or consultant of a private deal can give authority to present private offers. This is usually done with a per-meditated profit share outcome already agreed to by the

owner of the product (seller). In a nutshell just like real estate, you become the listing agent to whatever is being offered, gold, silver, oil, etc. When you have an agent agreement with a seller it's similar to becoming the listing agent to a home owner that wants to sell their house.

Most of the time buyers and sellers of private deals are represented by someone. Occasionally a buyer or seller will represent themselves, but it's uncommon. The best position to take is the listing agent position with the seller. When you represent the sell side you are getting a guaranteed percentage of the sale. When you represent the buy side you are at risk of not being able to find what you want for sale and that it's legitimate. Representing the sellers side is a guaranteed way to controlling the deal when offering it to perspective buyers and securing your profit.

Instead of asking for NCNDA's (Non-Circumvention and Non-Disclosure Agreement), everyone should be asking the seller for an agent agreement. It allows you the freedom to manage deals and negotiate chains.

## DEALING WITH MANDATES



It's a waste of time to sell something that you won't be paid on. Without an agent agreement there is no guarantee of payment. At no point should you be selling or offering products if you do not have an agent agreement with the seller.

**TIP:** If you want to increase your success rate, join forces with the selling group first.

An agent agreement should include the following:

- 1) NCNDA
- 2) Scope of work by the agent
- 3) Profit Share
- 4) Scope of offer by the seller
- 5) Paymaster information
- 6) Indemnity clause
- 7) Expiration date of service
- 8) Signature of the seller (no representatives allowed)
- 9) Signature of the agent

**TIP:** A Customer Information Sheet (CIS) along with color copy of passport should be provided prior to signing the agent agreement.

# 3

## Completing the IMFPA

The Irrevocable Master Fee Protection Agreement (IMFPA) is a well respected agreement in most countries. It should include a deal code that is also on the main contract between buyer and seller. When an IMFPA is in use you will want to instruct a Paymaster to receive your money every time, 100% of the time. It's important that your bank or banker does not break off the deal because you decided to save a few bucks by not utilizing a Paymaster service.

The IMFPA will disclose “where” and “who” the funds are to be delivered. This agreement is managed by the Paymaster who is delegating all of the shares from the deal. Unless you are managing your own private deal the benchmark for agents/consultants on financial transactions is up to two percent (2%) of the total paid amount. Larger deals that are in the billions of dollars are normally less than two percent (2%).

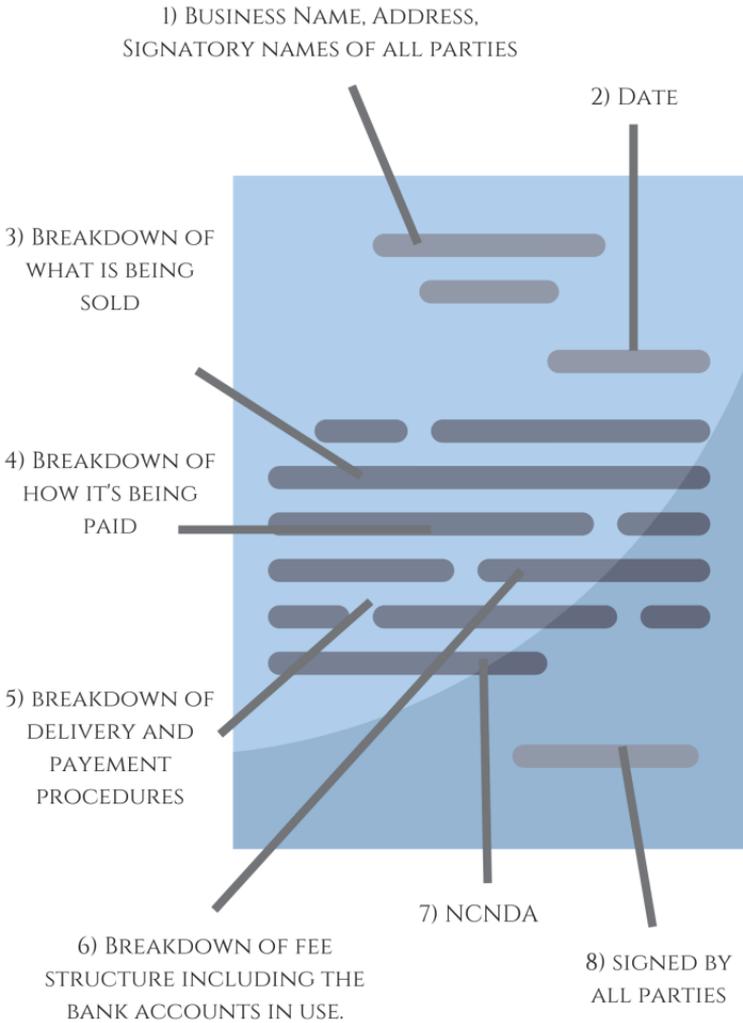
One percent of a twenty five million dollar agreement shared four ways is great work. Consider how much time someone like a Realtor will give for their commission of the sale of a

three hundred thousand (\$300,000.00) Home,... which is? ... up to \$9,000.00 if you're flying solo. I remember the first IMFPA that was signed by everyone involved. It was like looking at a funded real estate sale in my bank account. These commissions can be unrealistically big and that is why it's so important to use a Paymaster to help you with any fees, flags or taxes if possible.

I prefer Paymasters that are licensed CPAs or bankers who are able to assist when needed. Paymasters are also familiar with IMFPA's, and will honor the distribution of the funds as stated on the IMFPA. When all of the Paymasters information or Deal Code is placed within the IMFPA, and accounts have been set up the Paymaster receives funds on your behalf. Below is a picture of the minimum requirements needed for a successful IMFPA.

**NOTE:** The International Chamber of Commerce (ICC) usually continues to update with the ongoing changes of law within multiple countries. Be sure that you or your legal team is using updated IMFPA's and that they are enforceable in the countries you are operating in.

## COMPLETING THE IMFPA



*Requirements in each country may vary.*

I was working a very large gold deal in Switzerland, dealing directly with firms that purchase large amount of commodities for their clients. We had everything needed to finalize the deal including a signed IMFPA when all of a sudden, an attorney group appeared and decided to negotiate themselves a portion of the deal. It's always an irritating position when something changes in the profit sharing, but we complied and we had to create space for multiple groups within the deal for it to go down smoothly.

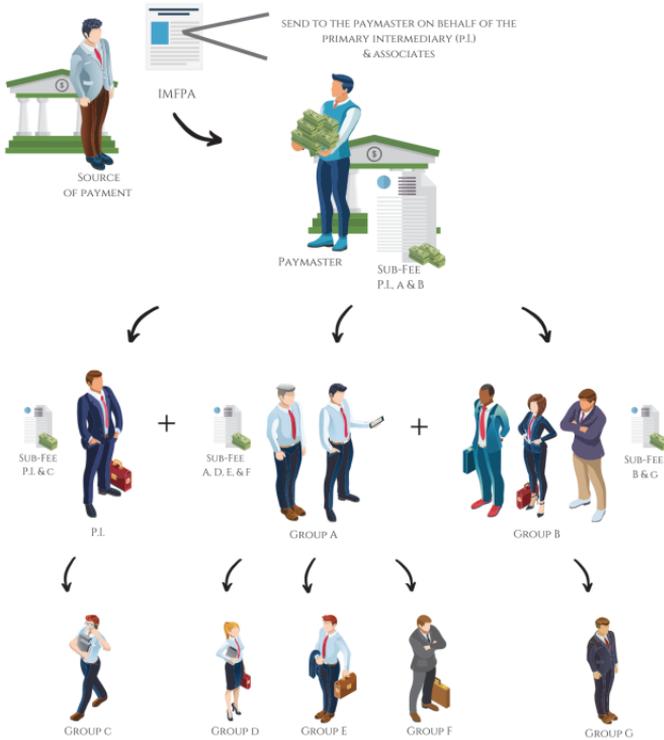
I'm not a fan of large groups, but if I have to, this is how to manage them. There were a ton of groups to be paid out who were involved and they all had to be comforted by knowing their profit share was protected prior to engaging the deal. I had to collect the information from all of the parties involved and submit them with the Paymaster. Once the Paymaster verified everyone involved we knew that there would be zero issues once the profit shares were delivered. If someone involved in the deal is a criminal or can potentially cause a red flag they must be removed from the equation. If you don't have control over groups or chains then don't work with them at all.

I happened to be direct to the buying group and the process was starting to turn them off the deal and I couldn't afford to lose another deal due to some person that doesn't get it. That's when I structured the Multi-Level Sub Fee Agreement in my process. I went to each group individually and told them they had to sign a Sub-Fee agreement in order to get paid. They were reasonably motivated and complied easily.

**NOTE:** Your Paymaster is the person where you can find the

## COMPLETING THE IMFPA

sub-fee agreement to your deal.



### Top Row:

1) Principle Intermediary otherwise known as Agent found in section 2.

**Middle Row:**

1) Group A, B and P.I. signed sub-fee agreement

**Bottom Row:**

1) Group C. and P.I. signed sub-fee agreement and created Group P.I.

2) Group D, E, F and A signed sub-fee agreement and created Group A

3) Group G and B signed sub-fee agreement and created Group B

With this process, everyone involved in the profit share is protected without needing to be listed individually on the IMFPA. Instead of having eleven people listed there is one representing everyone along side the buyer and seller. The IMFPA managed by the Paymasters needs to be the same Paymaster who provides you with the sub-fee agreement. It can be looked at it like a Corporate Resolution in a way. When multiple people are involved in a business together they will assign one person to represent and sign on their behalf as a collective. By structuring the deal with this type of pay structure it gave me the path to closing the deal.

**NOTE:** Doing this will require Due Diligence to be completed on every entity. Be sure you are all upright and professional players before continuing.

## UCP600

No, UCP600 is not a robot character in a sci-fi film. The Uniform Customs and Practice for Documentary Credits is a set of rules on the issuance and use of letters of credit. The UCP is utilized by bankers and commercial parties in more than 175 countries in trade finance. It's actually a line or process that distributes funds as instructed within the instrument. Instead of an attorney firm managing the Paymaster responsibility the bank does it straight from same account the funds are located, removing an extra step and accelerating the payment date. Enable for a UCP600 to perform successfully it must be done just as the working banks desire. There is a lot of confusion around the definition of a working bank. UCP600 defines this a bank with which the credit is available, or any bank in the case of a freely available credit. Make sure the bank(s) you are working with can execute a UCP600, or ensure your client works with someone who has a SWIFT account. SWIFT provides a trusted service to financial institutions that enables those financial institutions worldwide to send and receive information about financial transactions in a secure, standardized and reliable environment.

The jigsaw puzzle is the perfect analogy for so many concepts of life, business, and strategy. You have to get used to the patterns and know your end result. I can immerse myself in looking for patterns, trends, and piece together a deal. Like high level finance deals, the quicker the jigsaw pieces are put together, the quicker the end goal is identified and reached.

If you don't approach this kind of puzzle with knowledge and creativity you won't be able to win. It is essential to have a

plan in place and know what your destination is. A UCP600 function allows you to do just that. How do you think large companies payout partners or contractors that are paid out on deals overseas? Do you think everyone just hopes they will all do what they say they will? . . . mmm . . . No.

Thailand is not the easiest place in the world to deal with when you're in a different country, but if you can employ a UCP600 within the Bank Instruments, you are protected. Especially when you're working with multiple countries, where the product was to be shipped to the buyer located in Hong Kong. I was tasked with an end goal was to place gold into a place where a safe keeping receipt and at the time I worked with a group that verified mining operations and petroleum offers.

Two of my partners lived in different countries and one of them were located in the same location as the seller of the product which provided us with additional comfort. If you can afford a face to face meeting it will increase your closing ratio by an unrecognizable amount. Needless to say, it was very easy for me to verify the client and vet the product. Not only that but he was a hometown celebrity in a way and the best way for me to paint a picture for you is that this client was like a "Trump" figure, before Trump became president.

With a high profile client like this guy it's always standard to verify face to face. Meeting in person increases value and allows consultants to collect enough information to offer it to the correct people. It was there in person where we were able to find the specific solutions to the clients true problems.

\*You will find in the examples below that there are numerous issues that we had to solve and I hope it allows you to see the function of UCP600 and how it can work for you:

**PROBLEMS:**

- 1) The seller could not find a buyer that was willing to show them proof of funds before sharing proof of product.
- 2) The seller was not able to use any payments or 3rd party partners like (Paymasters, Escrow, Credit Wire or Direct Wire).
- 3) The seller was not able to pay us with their registered name or account.
- 4) The seller was not able to provide a contract in the two countries the deal was being transpired.
- 5) No Surety Bond was available to be in place.

**SOLUTION:** (UCP600) + MT798+ MT103-72

The UCP600 function acts as escrow and there is no more need of another 3rd party. UCP600 process is used globally along with other banking instruments that provide ethical protection to all parties and beneficiaries in order for them to:

- 1) Secure proof of funds by confirming the MT103
- 2) Upon distribution of funds they will be sent according to the instructions of the UCP600.
- 3) The money distributed is received by the buyer and not the seller. Leaving the seller out of the equation on paper.

4) By using bank instruments all parties were able to be paid and held under the banking authority.

5) The deal was initiated by a **MT103-72 UCP600** which means:

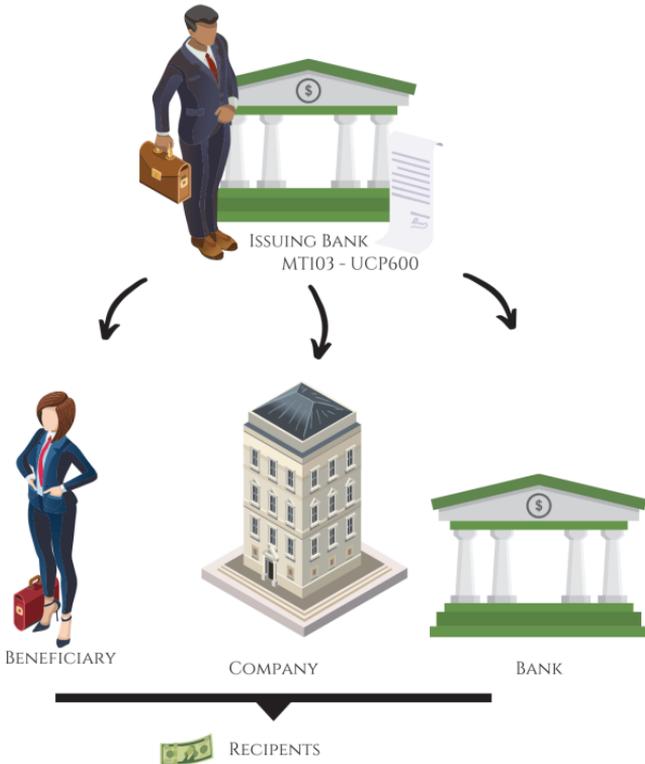
(**103**) I will send you this money

(**72**) Give me what you're selling first and once it's verified my bank will

(**UCP600**) deliver the money **98%** here, **1%** here, and **1%** here.

With bank instruments and UCP600 you can secure your payment prior to sending goods, and releasing payment after verification. Obviously we were able to use banks that were insured for the deal which means if anything failed that the banks would insure the deal in the event of a payment going wrong. By including a UCP600 into your SWIFT process it places all liability onto the bank and at the forefront. If the banks don't obey the rules of the bank instrument issued then their insurance is responsible for the collateral damage. Making remarkable security for the deal and all parties involved. Understand the benefits of a UCP600 function and use it with your structure. It's the best way to put together a deal on your phone with your feet up on the beach while maintaining control of the process.

## COMPLETING THE IMFPA



### *UCP600 Example*

## 4

# Receiver Accounts

### **Iolta**

Iolta Escrow is a well known service that most financial firms use. Not all iolta accounts are insured and setup for large transactions and are more suitable to smaller amounts. You can verify an IOLTA account with their banker and see what they are insured for. Just make sure they are located in a country where they will be held accountable if any funny business arises. Even if you're working in a place like the U.S. you still need to be careful and vet out the person that is receiving any money. You never know what type of situation they are in. People in difficult situations get weird when it comes to money.

I was working with a group that was buying and selling precious metals and used a standby letter of credit (SBLC). A standby letter of credit is a legal document that guarantees a bank's commitment of payment to a seller in the event that the buyer—or the bank's client—defaults on the agreement. This is a great tool to help facilitate international trade between companies. There was an SBLC that came up for grabs through an attorney we used.

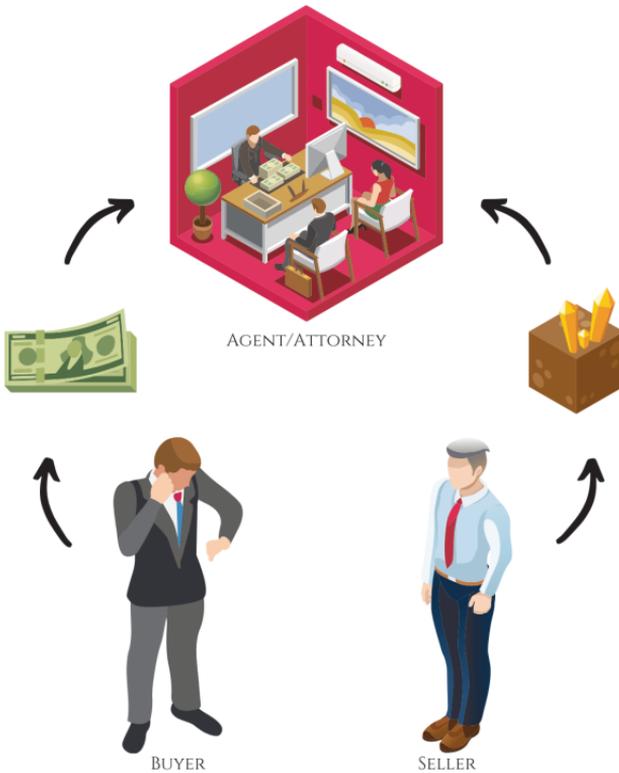
**TIP:** It requires a little money and a licensed person to deal with securities, if they aren't licensed be cautious of how they are involved exactly.

In this particular example we decided to use an IOLTA account to process the funds of a deal enable to pay for a security that was being offered for sale. \$10 Million was deposited into the IOLTA account and the contract was drafted. The coast seemed clear and all was well. The attorney worked in New York, New York with a clean and clear license and the bank was a in the top 3 largest banks where the contract was to be issued from. We waited . . . and waited . . . and waited . . . First the daily checkup then the every other day pop in. Then he would ghost for one week . . . then two weeks . . . then . . . poof! Enough time passed for the attorney to get away with the cash. Little did we know he was going through a really bad divorce and this was his easy way out. Unfortunately there are hundreds of stories just like this and there are thousands of wonderful IOLTA services.

**Tip:** If your deal warrants an IOLTA process make sure you are dealing with a firm rather than an individual. The bigger the company the better.

**Here's how it works:**

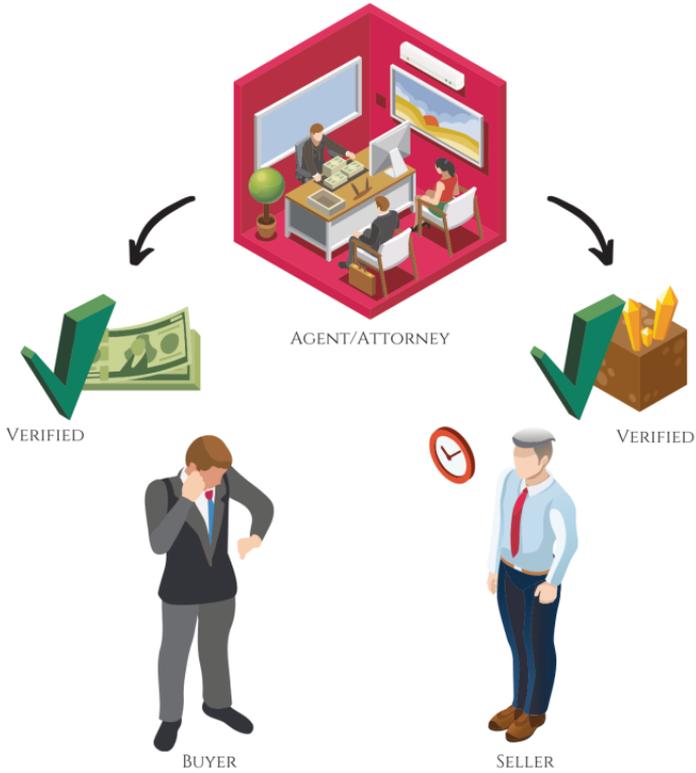
## THE PAYMASTERS GUIDE TO THE GALAXY



### STEP ONE

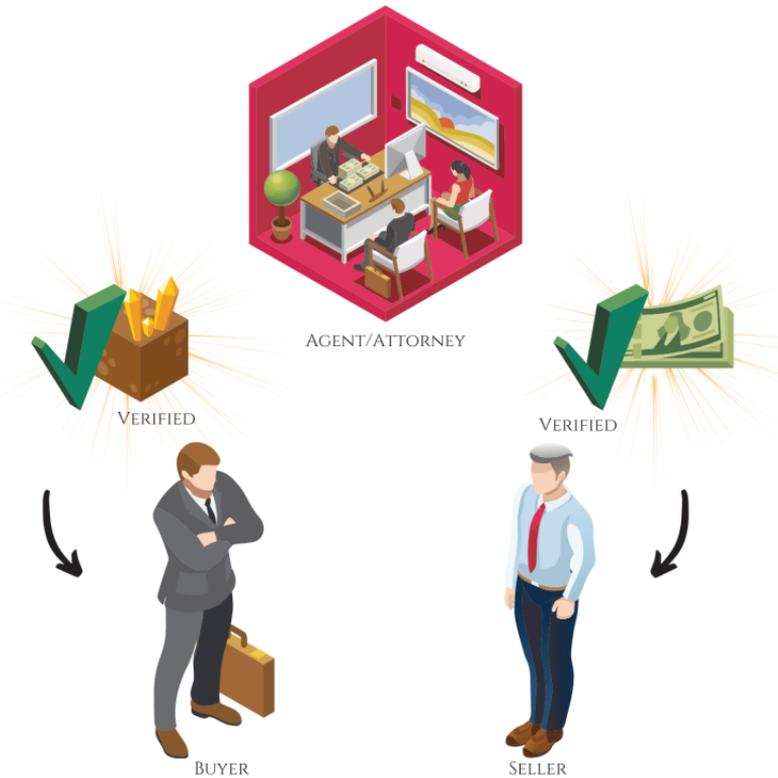
The buyer and seller engage with an agent or attorney that owns an IOLTA account. The seller and buyer verify the Escrow agreement terms and an Escrow contract is signed.

## RECEIVER ACCOUNTS



### STEP TWO

The Escrow agent or attorney verifies the funds and product they are involving themselves with.



STEP THREE

The Escrow agent or attorney delivers the goods to the buyer and funds to the seller to complete the Escrow agreement.

**TIP:** If the escrow company makes you nervous, ask them to open a non-depletion IOLTA account. This type of account automatically blocks the funds in the account, making it impossible for the escrow company to move them.

**TRUST/TRADE Accounts:**

Mutual Trust accounts are wonderful solutions for skeptical clients. If your client is a high compliant personality you may want to consider a Mutual Trust account to implement the deal. This allows the buyer and the seller to both be in control and “turn the key” together. It reminds me of the old movies like “The Hunt for Red October” with Sean Connery. You know the submarine scenes where there are two officers under a high pressure situation sweating their shirts off with their hands tightly squeezing a key to initiate the launch.....It’s like that but less intense, both parties get to turn their key and when they do a deal is able to be completed. It takes the control out from the hands of the Agent or Attorney and into the hands of the buyer and seller. It takes a few more steps to set up, but it is a private transaction that can be a very comfortable experience for everyone.

This process is good for the Negative Nancy’s or those who suffer from hyper post-care syndrome. Some call it “worry”. I once had a client that wouldn’t move forward on anything. Ever. Not only was it annoying I felt that they didn’t trust me at all, deflating my motivation in completing their deal. Every time my client would call I would go “ugh”, you know, the sigh mixed with a little Wookie. The problem was me and I knew it. I couldn’t figure out how to serve these guys and I needed to figure it out. I had the file on the top of my desk for five weeks before I had a solution. The buyer didn’t trust anyone, not even his mom, and the buyer thought everyone was after him. So I had to find a place where both parties could operate in secrecy while offering accountability to ensure performance as agreed. Both these types of guys plan on when they’re going to buy their next set of shoe laces. Everything, and I mean everything had to be perfect with zero surprises. Providing an opportunity and

solution like a Mutual Trust account is a great way to push the ball forward.



-  
STEP ONE

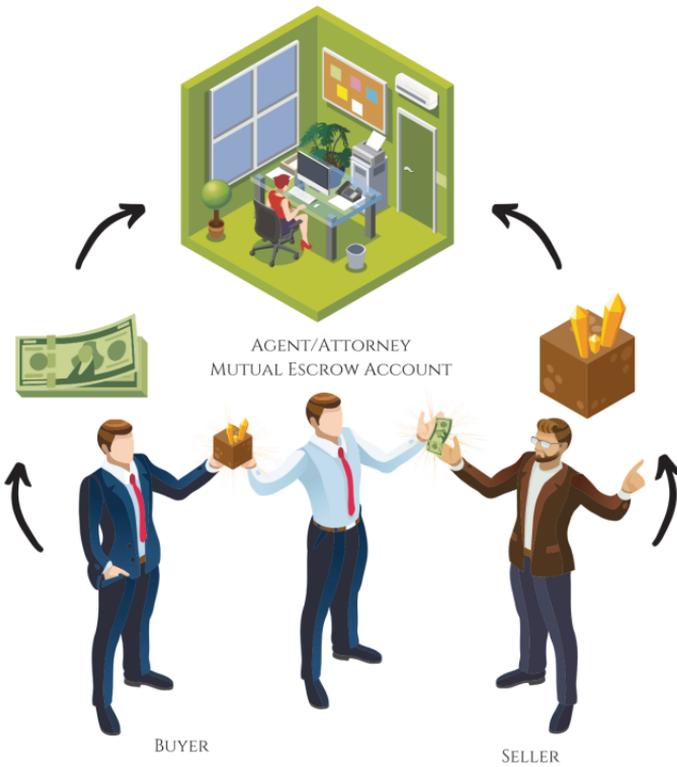
The buyer and seller engage with an agent or attorney that can start a Mutual Trust account. The seller and buyer verify the Escrow agreement terms and an Escrow contract is signed.

RECEIVER ACCOUNTS



-  
STEP TWO

The Escrow agent or attorney verifies the funds and product together with the buyer and the seller.



-

### STEP THREE

The Escrow agent or attorney delivers the goods to the buyer and funds to the seller to complete the Escrow agreement. This is done at the same time and all together.

## 5

### Collecting Fees

Upfront payments are transactions where a customer pays for a service prior to starting. While it can be stressful to negotiate your first upfront payment, it becomes easier in time. There are several reasons why negotiating payment terms upfront is good, including:

- **Builds Trust:** Upfront payments can build trust between you and your customers. It shows you as a service provider that the client is serious about moving forward.



## BUILDS TRUST

- **Cash in Hand:** Number one reason why people stop consulting in high caliber markets is because it can take too long to get paid. With upfront payments, you won't have to worry about compromising excellent service to your customers.

## COLLECTING FEES



## CASH IN HAND

- **Covers Out-of-Pocket Expenses:** Most projects come with expenses like supplies, software, attorney fees, or travel costs. If you receive partial or full payment upfront, you'll be more likely to afford these expenses, and guarantee the job will be done.



COVERS OUT - OF - POCKET EXPENSES

- **Shows Confidence:** By asking for upfront payment, you position yourself as a confident professional who understands industry best practices.

## COLLECTING FEES



SHOWS CONFIDENCE

.

### Negotiating Upfront Payments

If you're new to negotiating upfront payments, relax, it's not that difficult. If you are in a culture where the work has to be done before you get paid then go back to the drawing board. If you are working a top 1% file you should be confident that your client has the capital to cover general admission fees. If they do not, then you can be assured the deal is highly unlikely to close.

Customers should expect to pay to receive expert service. If they pay (0), then you can bet on (0).

Once you start negotiating upfront payments, the process will come naturally to you.

## Be a Branded Professional

Your customers will want to find you online and will judge your online presence for your professional services. Your reality is that we live in an online age and you must present yourself online as a real life expert. It would be foolish to have a profile on a social media platform that openly shared controversial or hyper attention seeking posts. You must maintain a professional presence online.

To do this you can start by cleaning out your social media profiles and if you have a website be sure your communication is clear and professional, it should display positive reviews, and include your contact information. You will also benefit from creating a presence on as third-party website like Google, LinkedIn and Facebook. Your profile should clearly convey what you do and why customers should hire you.

When you communicate with a potential customers over the phone, it's most important to reinforce your professionalism. Respond promptly and explain how they can benefit from your services while maintaining a one way conversation that is focused around the customer. Your goal should be to convey why you're the best provider and find out what else they need to move forward and say yes. A professional presentation may be all it takes to convince them to pay upfront.

## Build Value

Many customers are more than happy with paying providers upfront. Not only does this show them that you're a true professional, it also provides them with an upfront cost and reassurance that you will show up to do the job when you say you will.

Therefore, if you are to dive into the world of international banking it's essential to know the worth of your product or services. After all, you want to get paid fairly and avoid missing out on jobs because you're too expensive.

Conduct research and determine what your competitors charge. You can do this by visiting competitor websites or attending industry networking events.

Next, consider your business budget and Ask yourself how much money you need to generate each month to cover it. You don't want to charge them a price so little that you can't afford your budget or put yourself in a financial bind. For example, Bluhe Shire has a three part on-boarding process and file creation. The cost to have an attorney to prepare a private placement file can be North of \$125,000 not including general admission fees of \$200,000 or more. It's not a cheap thing to practice. This is why it's attractive to customers to hire consultants to assist. One phone call with the right problem solver can save customers millions of dollars when involved with international banking. So, how much is that worth to their clients? Enough to pay them \$200,000 in annual fees just to be available on the phone?

## Provide Reassurances For Long-Term Work

Even if you have a great online presence and appear professional, your clients and customers may still want some type of reassurance. Providing a guarantee enable to complete the project is a good start. Create a deadline in your proposal so they have written confirmation.

You can also offer a money back guarantee or create a refund policy, be sure the refund policy is in your favor it should put the customer in a position that would motivate them to perform. This way prospective clients will know they have nothing to lose.

Consistent communication is also key, not only do you get to work with large clients you get to communicate with them throughout the entire project. Inform them of milestones and ensure they always know what's going on with their project. When sending email be sure to maintain a professional relationship. Any time you send an email, read it over a few times and correct any spelling or grammar mistakes. If you need help translating be sure to look into sources like Fiverr or Freelancer.

Customers have different types of needs at different stages of their deal. Many customers will set up all of their receivers prior to completing their deal. Sounds fair right? Wrong. It takes several hours as an expert to complete KYC Compliant Files alone let alone set up account agreements. Its a good way to spending all your time on nothing.

## Consultation Fees

Consultation fees are collected in the beginning of the relationship. They are used to secure your time and efforts to closing the task that the consultant has been hired to do. The amount

of fees that are collected depend on the ability of the consultant and the severity of need. Most expert consultation companies start at \$100,000. For individual services, mandate or signatory jobs you can find fees as low as \$25,000. These types of fees are not a bad way to start a relationship and increase chances of closing a deal by an overwhelming amount.

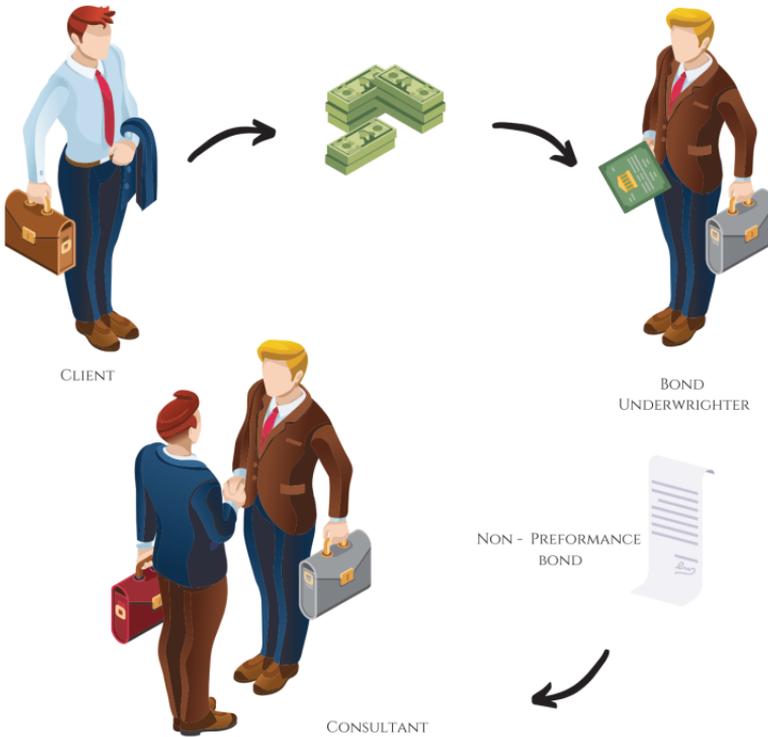
Studies have shown that people who give something away in exchange for something else will treat it with greater respect. You can see it plain as day with children. When a kid comes of age where they begin to purchase things with their own money they begin to treat it much nicer because they have adopted an understanding of value. This same principle applies to all things especially customers and clients. The simple truth is that people that pay, pay attention.

The best type of customer is one that performs. When customers begin to invest in the people and tools that are required to fulfill their agenda then you know that you are working with a real performing customer. People that want everything done for (0) usually get (0) in return.

## Non-Performance Bond

We use Paymasters to secure our payments frequently and as I previously mentioned their job is to make sure everyone involved in the deal gets their payment as agreed, and without any issues including institution(s), government(s), or bank(s) errors. In the event of not being able to rely on the common options like a Paymaster or bank instrument like UCP600 then you will need to result in a Non-Performance Bond to protect your network, time and efforts.

## THE PAYMASTERS GUIDE TO THE GALAXY



In 2016 I worked with a large group that sold resources internationally. They had two parent companies with subsidiaries located in 24 countries and their executives were spread across the globe. The client was searching for crypto currency, and having a difficult time with it as was everyone else. I knew that this task would take more time and energy to finalize, if it even does at all! (crypto isn't a walk in the park). It's like a hot wheels car compared to the other big boy commodities. It's fun, but difficult to hustle. So I asked for money up front (\$35,000) and a 2% Non-Performance Bond (\$8 Million) in case they decided

to bounce.

Let's face it, crypto exchanges are the private deals of all private deals. How do you prove what you just did and to who? Placing securing on my commission in situations like these required a Non-performance bond. When the Non-performance was reverted, I would pay the balance, so in the end of the day the buyer didn't spend anything for that to be in place.

**Tip:** Securing a smaller amount is better than not securing anything at all.

The first step into securing a non-performance bond is to locate a trusted attorney or financial group that will have the capacity to perform the bond. You will want to per-qualify the issuers of the bond to make sure they are covering your project appropriately. Be sure to include the location of all of the parties including the location of where the deal will be bought and sold/landed. Dead lines are another thing to pay attention to with non-performance bonds. Be sure the debtor or client must pay immediately upon non-performance has reached an expiration date agree to by all parties.

Finally, be sure to set up your banking with the person in charge of the account that pays the non-performance bond out in the event of non-performance. If the bond is activated and funds are issued then you must be already prepared to receive the funds. Knowing that the non-performance bond can perform is also something to consider. Once you have confirmed the use of your bank account with the person in charge of the accounts then you are good to go and you are protected to being paid no matter the outcome.

