



A commission will be paid to Consultant based upon CESL tuition rates (less late fees and any discounts) for each self-pay (non-sponsored) student who registers and completes all required fee payments in the full-time Intensive English Program (IEP), the Teen English Program (TEP), the ESL Academic Bridge Programs (ABP), or the Teaching English as a Foreign Language Programs (TEFL). Commissions are not paid for the Tutoring Program, Skill Intensive Workshops, or customized courses. Commissions shall not be paid on special add-on programs or activities or other fees. For each initial placement, University agrees to pay Consultant as follows, based on tuition paid (less any discounts):

Intensive English Program (IEP) and Teen English Program (TEP):

15% of the applicable tuition for the placement of one student during a Fall or Spring Sixteen-week Semester; or an Eight-week Fall I or II or Spring I or II session; or in a Four-week or Eight-week Summer session.

20% of applicable tuition for the placement of two to five students at one time during a Fall or Spring Sixteen-week Semester; or an Eight-week Fall I or II or Spring I or II session; or in a Four-week or Eight-week Summer session.

25% of the applicable tuition for the placement of six to fourteen students at one time in one program during a Fall or Spring Sixteen-week Semester; or an Eight-week Fall I or II or Spring I or II session; or in a Four-week or Eight-week Summer session.

30% of the applicable tuition for the placement of fifteen or more students at one time in one program during a Fall or Spring Sixteen-week Semester; or an Eight-week Fall I or II or Spring I or II session; or in a Four-week or Eight-week Summer session.

Academic Bridge Programs (ABP):

CESL will pay a one-time \$250.00 referral fee upon student enrollment in the ABP.

Teaching English as a Foreign Language Programs (TEFL):

10% of the applicable tuition for the placement of any student in a TEFL course (face-to-face or online). Maximum commission or benefits accrued for placement of a TEFL student may not exceed ten (10) percent of tuition.

Additional commission:

A maximum of 10% of the applicable tuition as additional commissions will be paid only for continuing students who continue enrollment for subsequent Eight-week sessions in the full-time intensive program. Students who leave and then return to CESL are not eligible for additional or initial commissions.

Government-sponsored students:

If a student is sponsored by a government or scholarship agency and CESL bills the agency or embassy directly, the Consultant is not eligible to receive a commission for this student; however, they may receive a one-time \$ 250.00 referral fee upon student enrollment. Commissions are paid for government-sponsored students only if the Consultant assists in placing a sponsored student with CESL and pays CESL directly (i.e., not billable to the government agency or embassy).