

LOW RISK LEAD SUPPLY SERVICE TO SELECTED QUALIFYING GLINT INSTALLERS

# QUALIFIED SKYWORTH SOLAR LEADS, DELIVERED TO YOUR DIARY

We deliver finance-ready Qualified Leads for Skyworth solar straight into your diary. You pay nothing upfront, and nothing for leads that don't convert. **You pay a fair commission only when the deal closes.**

IN ASSOCIATION WITH SPARK GROUP · GLINT · SKYWORTH

## 01 WHO WE ARE

### WE BRING THE LEADS. YOU DO WHAT YOU DO BEST: INSTALL.

Channel Dynamix is a lead generation and call centre business. We run the marketing, the dialling, the qualification and the follow-up, so your team stays focused on quoting and closing.

#### Since 2014

Building customer bases at scale for national brands.

#### Tens of thousands

Of contracts generated across security and home services.

#### End to end

Marketing, dialling, qualification and follow-up, handled.

## 02 WHAT YOU GET

### BOOKED APPOINTMENTS, NOT A LIST TO CHASE

#### 01

#### Qualified Leads, not enquiries

Every lead is screened and pre-qualified before it reaches you, so your team spends its time quoting, not chasing.

02

### Booked into your diary

Each lead arrives with a named contact and an appointment slot, not a list to chase.

03

### Worked and followed up

We follow up on the quote alongside you. We don't hand over and hope.

04

### Financed through Glint

Skyworth solar-as-a-service means your customer pays an affordable monthly instead of a large upfront, which closes more deals.

05

### 30 to 50 leads a month

About two a day, enough to build real momentum without swamping your team.

## 03 WHAT IT COSTS YOU

### YOU ONLY PAY ON DEALS YOU ACTUALLY CLOSE

- **No upfront cost. No monthly fee. No charge for leads that don't close.**
- On a closed deal, a commission of **20% of your margin** is deducted by Glint at financing and paid to Channel Dynamix.
- Most installers spend 8 to 12% of turnover to win a deal. Based on a 20% gross margin, this is roughly 4% of the total deal value, and you only pay it on deals you actually close.

#### WORKED EXAMPLE · A TYPICAL R110,000 SKYWORTH DEAL

Deal value	R110,000
Your sample margin (*20%)	R22,000
Commission (20% of margin)	R4,400
<b>You keep</b>	<b>R17,600</b>

One clean slice, paid only when the deal closes.

\* Sample margin shown for illustration. Your actual margin varies by deal.

## 04 HOW IT WORKS

### FROM QUALIFIED LEAD TO PAID

# COMMISSION

## 1 We generate a Qualified Lead

WHICH MEANS THE LEAD HAS

- ✓ Responded to us
- ✓ A spend above R1,500 a month on electricity
- ✓ Passed initial credit vetting (in 90% of cases, where the customer allows it in advance)
- ✓ Understood the promotion
- ✓ Asked to meet an agent to finalise a quote

## 2 We book it into your diary

With a named contact and a confirmed appointment slot.

## 3 You quote and close

The deal is financed through Glint.

## 4 Glint settles the commission

Glint deducts the commission at financing and pays us directly. You never invoice us, and we never invoice you.

## 5 You keep your margin and your customer

The relationship and the balance of the margin stay yours.

## 05 WHAT WE ASK OF YOU

# THE RIGHT PARTNER MAKES IT FLY

01

### A designated admin person

Managing your diary, quote turnaround and appointment confirmations. This is the one thing that makes or breaks it.

02

### One to five qualified sales agents

Our ideal partners run a small, capable sales team, anywhere from one to five qualified agents, enough to work the leads we send.

03

### Action leads within the agreed window

A lead not actioned in time may be reallocated to another installer so it isn't wasted. You keep the credit for any you've already worked.

04

### Sign a simple mandate

Instructing Glint to pay Channel Dynamix the commission directly. One clean ecosystem, no chasing on either side.

## 06 WHY THIS WORKS FOR YOU

# ALIGNED, EXCLUSIVE AND

## OVERHEAD-FREE

01

### Leads with skin in the game

Because you pay on conversion, we're as motivated as you are to send you leads that actually close.

02

### No marketing overhead

No marketing spend, no wasted ad budget, no agency retainer.

03

### Every lead is exclusively yours

You won't fight other installers in your region for an enquiry we've already qualified. Each lead is individually allocated to a single installer.

04

### Grow without the risk

Grow your installed base without absorbing uncapped marketing costs.

## 07 THE AGREEMENT, IN PLAIN TERMS

## ONE CLEAN COMMISSION, SETTLED BY GLINT

- 1 Every deal done through this programme is **converted (financed) through the Glint system**.
- 2 On conversion, a commission equal to **20% of the calculated margin** for that deal, as recorded on the Glint system, is deducted before payout and paid across to Channel Dynamix.
- 3 You authorise Glint to make this deduction and to pay the commission **directly to Channel Dynamix** on every converted deal.

## READY TO FILL YOUR DIARY?

We pick a small number of strong installers per region. If that's you, let's talk.

To apply, email [sean@channeldynamix.co.za](mailto:sean@channeldynamix.co.za)

1 A short intro call to confirm fit and capacity

2 Sign the mandate

3 We start feeding leads

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# ACCEPTANCE AND MANDATE

Sponsored Lead Campaign. Channel Dynamix, in association with Spark Group, Glint and Skyworth.

Dealer / company name \_\_\_\_\_

Company registration number \_\_\_\_\_

Signatory (full name) \_\_\_\_\_

I, the duly authorised signatory for the dealer named above, apply to take part in the sponsored lead campaign with Spark Group and agree to the following:

1. Every deal we do through this programme will be converted (financed) through the Glint system.
2. On conversion, a commission equal to **20% of the calculated margin** for that deal, as recorded on the Glint system, will be deducted before payout and paid across to Channel Dynamix.
3. I instruct and authorise Glint to make this deduction and to pay the commission directly to Channel Dynamix on every converted deal.

**Agreed and accepted by the parties below:**

**Signed for and on behalf of the Dealer**

\_\_\_\_\_  
Name Signature Date

**Signed for and on behalf of Channel Dynamix**

\_\_\_\_\_  
Name Signature Date

**Signed for and on behalf of Glint**

\_\_\_\_\_  
Name Signature Date

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**CHANNEL/DYNAMIX**

Lead generation and qualification • in association with Spark Group, Glint and Skyworth