



Upfront Follow-On Commission Terms and Conditions

Effective: 01 August 2023

UK

1. Upfront FOC will be paid upfront at point of commencement on the Academic programme;
2. Upfront FOC is paid at the rate of 5% of average university degree fees based on progression;
3. Upfront FOC is paid at the rate of £500 for INTO London and INTO Manchester (NCUK);
4. By accepting Upfront FOC payment model INTO takes on overall responsibility for all counselling of students regarding progression options in UK higher education. This means the agent is not entitled to claim commission programme
5. 15% commission is payable for all UniPlan insurance packages
6. Progression rates will be monitored closely and should progression fall below acceptable levels, INTO reserves the right to reclaim Upfront FOC from the future payments
7. Title IV-Eligible Students. Except at INTO Manchester and London WEC, agent will not receive a Commission for Students who are citizens or permanent residents of the United States.

US

1. Upfront FOC will be paid at point of commencement on the Academic or Academic English programme and is only applicable to academic study plans as defined above;
2. For the following partners, OSU, NYD, and UAB, upfront FOC is paid at the rate of approx. 5% of the average base university tuition fee excluding university additional fees
3. For the following partners, GMU, HOF, SLU and SUF upfront FOC is paid at the rate of approx. 5% of the average base university tuition fee minus any institutional aid or scholarships awarded (i.e. net tuition)
4. By accepting Upfront FOC payment model INTO takes on overall responsibility for all counselling of students regarding progression options in US higher education;
5. Progression rates will be monitored closely and should progression fall below acceptable levels, INTO reserves the right to reclaim Upfront FOC from future payments.
 - a. Applicable to Graduate Pathways, Undergraduate Transfer Program and International Masters Program only. Follow-on commission for Year 2 of the INTO Drew University 2-Year Pathway is paid upon start of Year 2. Upon progression to Year 3 at Drew University an additional commission of \$3,500 will become payable.