



Partner 'Handshake' Agreement: The Isla Spotlight

One Voice Institute of Elemental Ethics and
Education, Inc.

Our Mission

The One Voice Institute of Elemental Ethics and Education, Inc, hereafter referred to as simply One Voice, is a Canadian Corporation, a management consulting company, and brain trust, with a tremendous team of very talented professionals dedicated to making the world a better place, person by person, partner by partner, and organization by organization.

The One Voice Leadership Team is committed to working with the extraordinary talent and emerging entrepreneurs of Vancouver Island to uplift and spotlight them while facilitating growth, non-seasonal, non-tourist dependent incomes for their households and businesses. One Voice defines a “Partner” as one who is an emerging entrepreneur and/or artist with great business potential (physical, performing, digital, culinary, literary, fashion design, to name a few) who simply would benefit from the assistance in one or more of the following: business development, promotion, networking on a global scale, brand definition, social media planning, process improvement, guidance, research, leadership, portfolio, written and digital collaterals, and/or staffing.

The Isla Spotlight is one facet of the overall goal and mission of One Voice, designed to trigger positive economic change on Vancouver Island and in British Columbia for the greater good of our communities, province, and country while uplifting the artists and entrepreneurs who call the Island home.

We pride ourselves on our unique business model that we designed to better serve our Partners, and as such may require explanation and further detail so that all involved may move forward expeditiously and successfully. We understand that many of our extraordinary Partners, emerging talents, and entrepreneurs are often unable to invest cash or capital to get the work done necessary to scaffold themselves and their business to the next level. Lack of time, resources, and often knowledge and experience of best practices hampers their growth and limits their incomes, and as such our business model is designed to help alleviate these concerns and provide aid to businesses and entrepreneurs at any point in their journey. The One Voice Leadership Team possesses the knowledge and experience to organize, stabilize, streamline, market, promote, and incubate local extraordinary talent and emerging entrepreneurs. One Voice’s missions such as this are supported financially by other larger corporate clients that also need its management consulting, problem solving, leadership and professional services on much larger scales.

Thus, the One Voice Leadership team has designed a “pay forward” model that allows it to devote time and resources to partnering with extraordinary talent and emerging entrepreneurs to move forward as they join The Isla Spotlight without having to charge anything for those start-up services, which will be outlined here.

What is the Isla Spotlight?

Our spotlight intends to uplift Island creatives and businesses with excellent products on a global scale via a digital platform allowing them to share, sell, network, and collaborate with audiences throughout the world. The platform will feature e-commerce capabilities, unique networking and collaboration opportunities, exclusive boutique, art gallery, podcast library, coaching team, and global auction house. The One Voice Institute Leadership Team is designing and funding the project to uplift Islanders, their work and businesses, by helping them to tell their stories and displaying their offerings in unique and interesting ways, so they can survive and thrive in these uncertain economic times and far beyond.

The One Voice Process:

1. **Assessment** - Our Discovery is intended to identify what each new Partner has in place now and potential gaps that will be addressed as we move forward. This is our opportunity to figure out the areas where we can lend support and services to grow our Partner's business. We are here to help Partners gather the content to professionally market themselves and build their business. We also provide consultation on their business plan, including defining a target audience and sensible pricing.

July 2020 update: The support that One Voice provides encompasses the creation of an Isla Spotlight Partner profile as well as other valuable services to support our Partners' larger business presence. Below is a breakdown of some of the service we provide:

Isla Spotlight Profile Services	Other Professional Services for Partners
<ul style="list-style-type: none">● Headshots and product shots● Promotional videography● Writing and copy-editing of professional marketing materials● E-commerce program development, including pricing and target audience consultation	<ul style="list-style-type: none">● Social media consultation and scheduling● Website-building and consultation● Marketing planning● Logo design Business plan consultation

2. **Roadmapping** - The designing of the steps, requirements, and timeline for bringing each new Partner onto the platform. This will outline our unique and individualized planning for each of our Partners as to how we can most effectively uplift them and their business.
3. **Discussion, Debate and Agreement** - Partner say in this process is crucial. It is in this step wherein the One Voice Team and our Partner decide and commit to the road forward and establish a cadence and milestones for each required step.

4. **Launch** - Your profile, products, services, ecommerce, events, etc. are made available on the Isla Spotlight.
5. **Thresholding** - The pay-forward model of financial investment by One Voice in support of the Isla Platform is a somewhat unusual incubation program and requires definition and an example to ensure clarity and transparency between The One Voice Leadership Team and each Partner it features.

Each Partner featured on the Isla Spotlight is in a different situation and level of business development, and has a different vision and set of financial goals. Simply put, every Partner featured on the Isla Spotlight is asked to identify the amount of monthly sales, or “threshold” that he or she needs to reach before being able and comfortable to contribute back 10% of all sales transacted on The Isla Spotlight thereafter. This threshold amount might represent a target primary income or a target supplemental income. Further, The One Voice Leadership Team will monitor sales volumes transacted through the platform (**only**) and work to ensure that the threshold levels are hit and steadied before commissions are calculated and charged, with full, prior knowledge and permission of Partners. The 10% commission calculated by the e-commerce logic engine embedded in the Isla Spotlight platform will support its continued operation and all the other Partners that join it to follow. The 10% commission **only** applies to sales transacted on Isla Spotlight. Partners are not restricted from conducting sales outside of Isla Spotlight. Thresholds are specific to each Partner’s needs, product price, production time, and many other factors.

Example: One valued Partner to be spotlighted in the Fall of 2020 launch of the platform has decided that her threshold is \$5000 CAD per month. What does that mean?

1. This Partner and her products will be featured on the Isla Platform and promoted in numerous ways starting at launch in the Fall of 2020.
2. Prior to this Partner being launched on the platform, digital and written collaterals, a logo, product photos, videos, an elevator speech, professional bio and other important pieces were created at no charge by the One Voice Team (Partner Profile).
3. When her on-platform sales volume has reached or exceeded \$5000 for 2 months (non-consecutive), she agrees that 10% will be automatically taken off of all excess sales transacted above the threshold number thereafter on the Isla Spotlight Platform to be fed back into the system. This will allow Isla Spotlight to operate and expand to support other entrepreneurs and artists that need similar support.

Imagine that this Partner was launched on the platform in November 2020, with a threshold amount of \$5000.

November sales = \$4500 CAD	Commission paid: \$0
December sales = \$5000 CAD	Commission paid: \$0
January sales = \$10000 CAD	Commission paid: \$500*

*Basis: First **\$5000** - no commission, the second \$5000 @10%

Total volume for 3 months: **\$19500**

Total commissions paid for 3 months: \$500

Extending this example: Say in February her sales jumped based on Valentine's Day to **\$12000**, then her commission would be calculated at **\$7000** and she would pay 10% of that (**\$700**) back into the system. The object here is to provide the Partners featured on the Isla Platform the boost they need to become successful, and then have them contribute back as their businesses grow to the support and assistance of other upcoming Partners.

6. Summary of Taxation Responsibilities

Isla Spotlight Responsibilities:

- One Voice will complete its due diligence to calculate and collect taxes on behalf of vendors according to the location of the buyer of goods and our knowledge of the appropriate tax class. Taxes and sales price, less any applicable commission deductions after individual thresholds have been reached, will be deducted.
- See applicable tax tables here:
<http://www.calculconversion.com/sales-tax-calculator-hst-gst.html>

Vendor Responsibilities:

- Isla Spotlight vendors will be responsible for the remittance of appropriate taxes;
- To disclose any known interprovincial restrictions (eg. distribution of food products without the appropriate license);
- Vendors may withdraw funds monthly. Vendors will be provided with a breakdown of taxes calculated, including amounts for PST and GST.

Payments on Isla Spotlight will be taken in Canadian dollars (CAD)

Disclaimer:

Isla Spotlight or One Voice is not an official source of accounting or legal counsel. We recommend that vendors consult a CPA if they require assistance with taxation responsibilities.

How it Works:

The One Voice Institute is the key and majority investor in The Isla Spotlight both from a fiduciary and resource/support standpoint. Additional investors may be a list of selected, curated advertisers, or sponsors who believe in the mission and spirit of the Isla Spotlight and wish to partner to support the communities of Vancouver Island. Customers of The Isla Spotlight will be offered the opportunity to subscribe. Subscriptions will periodically offer special incentives that will link back to the platform as additional support to partners. Once the individualized threshold with each Partner has been agreed upon (see step 5 above) is met each Partner will contribute 10% of all income over their threshold specifically derived from and transacted as a result of placement on the platform back to the organization earmarked for its continuity and expansion for many years to come. As more and more customers seek out and transact business on the platform, additional features and benefits will be made available to Partners, customers, and sponsors initiating further support of our partner businesses.

If a Partner wishes to leave Isla Spotlight we just ask that they give 14 days notice. There will not be a penalty, payments of 10% commission beyond their given threshold will cease, and we'll wish them luck in their future endeavors.

In short, One Voice will pay forward, by getting each Partner ready to move forward at ZERO dollars of fees or other invoicing. If and when the Partner reaches their agreed upon threshold in two different months, they will pay back 10% of sales thereafter.

Questions?

We hope this document clarifies the agreement between One Voice and its current, new, and potential Partners. One Voice strongly believes in the golden rule and transparency. Based on that, we hope and expect that our Partners will provide the same courtesy as we move forward through this process together

We welcome questions and will provide additional details as may be needed. Please visit our website at www.onevoiceinstitute.com or email our Communications and Marketing Specialist at communications@onevoiceinstitute.com

Signatures

I understand and agree to the terms and conditions above and am ready to take part, as a featured Partner promoted and spotlighted on the Isla Platform. I will abide by the rules and guidelines listed above. I will provide a list of my specific products and/or services to be promoted on the Isla Spotlight initially and then communicate with One Voice to provide updates regarding additions or changes. I understand and agree that once I, my brand, and my

products have been launched on The Isla Spotlight, and my monthly sales volume transacted on the platform have reached my threshold twice, once in two different months, I will pay a 10% commission back into the system for all sales volume thereafter.

Partner Name: _____

Company Name: _____

Company Address: _____

Business Phone: _____

Personal Phone: _____

My threshold as defined and described in Isla Spotlight Partner Handshake agreement shall be: \$ _____ CAD.

Partner Signature: _____

Date: _____

*Note: If you do not have ready access to a printer and scanner, no problem. You can send an email acknowledging this agreement and attach it, and provide the information in the green box above in the body of that email.

Countersigned/One Voice Institute of Elemental Ethics and Education, Inc.

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