

BluWav Growth

Get Found. Get Chosen. Grow.

SALES AGENT ONBOARDING PACKAGE

Tier 2 | Sales Agent
Confidential | July 2026

bluwavgrowth.com | hello@bluwavgrowth.com | +1 (868) 297-9960

About BluWav Growth

BluWav Growth is a digital growth systems firm. We help modern businesses get found online, get chosen by customers, and grow with clarity and confidence.

We are not a website agency. We are not a marketing shop. We are not a CRM company. We build integrated digital growth systems across four pillars:

Digital Presence	Professional website, fast, mobile-ready, built to convert.
Google Visibility	Google Business Profile, local search, maps presence.
Search Performance	Impressions, clicks, keyword trends, competitor gaps.
Digital Systems	CRM, automation, lead capture, follow-up flows.

The BluWav CRM connects all four pillars into one working growth engine. It is not the product; the growth system is the product. The CRM is how we make that system real.

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Your Role as a Sales Agent

As a Tier 2 Sales Agent, your job is to identify business owners who need a stronger digital presence, introduce them to the BluWav Growth system, and close the deal. You do not build websites. You do not set up CRMs. You sell the system and hand the client to the BluWav team.

What You Do

- Identify prospects: small and medium business owners who are invisible online or losing leads.
- Pitch the BluWav Growth system using the scripts and materials in this package.
- Close the deal and submit the lead through WhatsApp or email.
- Follow up with prospects who did not close on the first conversation.
- Refer CRM clients for recurring commission.

What You Do Not Do

- You do not onboard clients or set up any technical systems.
- You do not make promises beyond what is in the approved materials.
- You do not negotiate pricing without prior approval from Andrea.
- You do not represent BluWav Growth on social media without approval.

Position BluWav Growth as a digital growth systems firm, not a website agency or CRM company. This distinction is what separates us from every competitor.

Products and Pricing

Always present BluWav as a system, not a menu of services. Clients who understand the system stop asking "can I just get the website?" and start asking "how do I get the full system?"

Growth Systems

Package	Price	What It Includes	Your Commission
Ripple	\$1,800+	Website, Google Business Profile, CRM trial, SEO basics, WhatsApp button	\$360+
Current	\$3,000+	Everything in Ripple, plus WhatsApp Business, local SEO, lead pipeline, landing page, monthly check-in	\$600+
Surge	\$5,000+	Everything in Current, plus Google Ads setup, full WhatsApp funnel, quarterly strategy review, dedicated account manager	\$1,000+

BluWav CRM

The CRM is Pillar 4 of the growth system. Every Growth System client receives a 14-day free trial. After the trial, they choose their CRM plan.

CRM Plan	Setup Fee	Monthly Fee	Annual Option	Your Commission
CRM Lite	\$199	\$99/mo	\$990/yr	\$20/mo for 3 months
CRM Premium	\$299	\$179/mo	\$1,790/yr	\$36/mo for 3 months
White-Label	\$499	\$697/mo	Annual contract	\$139/mo for 3 months
CRM Solo	\$999	None	One-time	Not commissionable

CRM Premium Introductory Rate: \$179/month. When the BluWav Growth Dashboard launches in 3 to 6 months, the price moves to \$199/month. Clients who sign now lock in \$179 for life. Use this in every CRM conversation.

CRM Performance Reward

Bring 3 or more CRM clients within 60 days and your commission rate upgrades from 20% to 25% for 3 months on all CRM clients in that cohort.

Commission and Bonuses

Performance Bonuses

Deals Closed Per Month	Flat Bonus
3 to 4 deals	+\$150
5 to 6 deals	+\$400
7 to 9 deals	+\$750
10 or more deals	+\$1,000

Additional Bonuses

- Package upsell (Ripple to Current, or Current to Surge): +\$50 per upsell.
- Second-generation referral (your client refers another client): +\$75.

Payment Rules

- Commission is earned when the client payment clears, not when the deal is signed.
- Payouts are processed within 7 business days of payment clearance.
- Minimum payout threshold: \$50 USD.
- If a client cancels or requests a full refund within 14 days, the commission is reversed.
- No commission is payable on setup or onboarding fees for any CRM package.
- Payment methods: WiPay, PayPal, bank transfer, or Linx.

Payout Requests

Submit all payout requests through the BluWav Agent Portal:

bluwavgrowth.com/commission-calculator.html

Access code: BLUWAV2026

Use the Commission Calculator to calculate your earnings, then submit a Payout Request. You will receive a confirmation email and WhatsApp within 24 hours.

Sales Scripts

These scripts are starting points. Adapt the language to your natural style, but keep the core positioning consistent: BluWav Growth is a digital growth systems firm.

Opening Script (Cold Outreach)

"Hi [Name], I work with BluWav Growth. We help businesses like yours get found on Google, build a professional online presence, and automate customer follow-ups, all in one system. We deliver in 48 to 72 hours and you own everything we build. Would you be open to a quick conversation this week?"

Discovery Call Script

Open with a question, not a pitch:

"Before I tell you about what we do, can I ask: when someone searches for [their business type] in [their area] on Google, do you show up? And if they find you, is your website doing anything to turn them into a customer?"

Listen to their answer. Then:

"That is exactly what we fix. BluWav builds the full system: your website, your Google visibility, your WhatsApp setup, and a CRM to track every lead. Most clients go live in 48 to 72 hours. You own everything we build, no lock-in, ever."

CRM Introductory Rate Script

"CRM Premium is \$179 per month right now. That is our introductory rate for early adopters. When we launch the BluWav Growth Dashboard in the next few months, the price moves to \$199. Sign up today and your rate is locked in for life. No exceptions."

Closing Script

"Based on what you have told me, I think [Ripple / Current / Surge] is the right fit. The investment is [price]. We start as soon as your invoice is paid, and you are live within 48 to 72 hours. Shall I send you the details?"

Objection Handler

"It is too expensive."

"I understand. Let me put it in perspective. A professional website alone costs \$3,000 to \$8,000 at most agencies and takes 6 to 12 weeks. With BluWav, you get the website, Google setup, WhatsApp integration, and a CRM trial, all in 48 hours, starting at \$1,800. You are not paying more; you are getting more, faster."

"I can get a website cheaper elsewhere."

"You can. But a website on its own does not grow your business. BluWav builds the full system: the website, the Google visibility, the WhatsApp setup, and the CRM. A cheaper website is just a page on the internet. Our system is what turns visitors into customers."

"I need to think about it."

"Of course. What specifically would help you make the decision? Is it the investment, the timeline, or understanding exactly what you get? I want to make sure you have everything you need."

"I already have a website."

"Great. Is it showing up on Google when customers search for you? Is it capturing leads automatically? Is it connected to a CRM? Most websites we see are not doing any of those things. That is what we fix."

"I am not ready yet."

"I hear that a lot. Can I ask: what would need to change for you to be ready? Because every day you are not online, a competitor is winning the customer that should have been yours. Our free Digital Health Check takes 2 minutes and shows you exactly where you stand, no commitment."

"I do not need a CRM."

"Most business owners say that until they see how many leads they are losing. The CRM is not a complicated system; it is the engine that connects everything. Every lead from your website, every WhatsApp message, every referral, tracked in one place. And the 14-day trial is free."

Your 30-Day Action Plan

Your first 30 days set the foundation. Follow this plan and you will have your first deals closed before the month is out.

Week 1: Learn and Prepare

1. Read this package in full. Know the products, prices, and scripts.
2. Complete your onboarding call with Andrea.
3. Access the Agent Portal and run through the Commission Calculator.
4. Identify your first 10 prospects: business owners you know personally or locally.
5. Practice the opening script out loud until it feels natural.

Week 2: First Conversations

1. Contact your first 10 prospects via WhatsApp, phone, or in person.
2. Aim for 3 discovery conversations this week.
3. Send the free Digital Health Check link to every prospect: bluwavgrowth.com/health-check.html
4. Submit any warm leads to Andrea via WhatsApp immediately.

Week 3: Follow Up and Close

1. Follow up with every prospect from Week 2 who did not respond.
2. Aim to close your first deal this week.
3. Identify 10 more prospects and begin outreach.
4. Ask every conversation: "Do you know any other business owners who might need this?"

Week 4: Build Momentum

1. Review your pipeline. Who is close to closing? Follow up.
2. Aim for 3 closed deals by end of Month 1.
3. Submit your first payout request if you have cleared commissions.
4. Book your Month 2 check-in with Andrea.

3 deals in Month 1 = \$1,080 to \$1,800 in commission, plus your performance bonus of \$150. That is a strong start.

Key Contacts and Resources

Your Primary Contact

Name	Andrea M. Tanguay
Title	Founder and CEO, BluWav Growth
WhatsApp	+1 (647) 870-2599
Email	hello@bluwavgrowth.com
Response	Within 24 hours on business days

Key Links

Main website	bluwavgrowth.com
Free Digital Health Check	bluwavgrowth.com/health-check.html
Agent Portal	bluwavgrowth.com/commission-calculator.html
Agent Portal Code	BLUWAV2026
Sales Agent Agreement	bluwavgrowth.com/sales-agent-agreement.html
Apply page (clients)	bluwavgrowth.com/apply.html
Pricing page	bluwavgrowth.com/pricing.html
BluWav CRM page	bluwavgrowth.com/crm.html

Submitting a Lead

When you have a warm or closed lead, WhatsApp Andrea immediately with:

- Client name and business name.
- Island or location.
- Package they are interested in.
- Their WhatsApp number and email.
- Any notes on their situation or timeline.

Andrea will take it from there. You will be notified when the invoice is sent and when payment clears.

What Happens After You Close a Deal

1. You submit the lead to Andrea via WhatsApp.
2. Andrea sends the client a scope and invoice within 48 hours.
3. Client pays. BluWav builds and delivers within 48 to 72 hours.
4. Your commission is processed within 7 business days of payment clearance.
5. You receive a WhatsApp confirmation when your payout is sent.

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