

Square Power

Designing a solution for delayed sales commissions

Joel Ward | Project case study

I developed a factoring concept for Square Power to address a practical cash-flow problem in solar sales: sales representatives could wait months between making a sale and receiving their commission. The work translated that timing gap into a proposed commercial model and an agreement describing how commission receivables could be assigned, purchased, collected, and administered.

The business problem

The original concept paper describes a commission-only sales model in which installation, permitting, inspection, and contractor payment could delay a representative's income. That delay could make recruitment and continued selling harder while a new representative built a pipeline. My approach examined whether the expected commission could support earlier cash through a discounted sale of the receivable.

My contribution

I created the concept and developed the materials that explained how the parties and transactions would work. The concept paper connects the salesperson's cash-flow need with the purchaser's proposed return and identifies cancellation, contractor completion, timing, and concentration as risks to consider. The agreement translates that concept into roles, assignments, payment routing, obligations, security provisions, and remedies.

The resulting work

The two samples show the progression from a business problem to a financing design and its proposed operating documentation. This is useful portfolio evidence of business-model development and commercial structuring. The materials are an original concept and draft agreement; the supplied files do not establish completed transactions, investor returns, or a deployed factoring operation.

Work product index

Browse the original work by type. Links open the PDF exhibits after the package is extracted with its files together.

Startup and growth strategy

[Commission factoring concept](#) | 2 pages

Financial planning

[Commission factoring concept](#) | 2 pages

Commercial agreements

[Sales representative factoring agreement](#) | 9 pages

Product and workflow design

[Sales representative factoring agreement](#) | 9 pages

The following abstracts describe each sample. Original wording and document structure are retained, with privacy redactions and PDF conversion where needed. Workbook exhibits preserve saved source values in a readable static display.

Original work samples

Commission factoring concept

Startup and growth strategy · Financial planning

The original two-page paper defines the delayed commission problem, explains the proposed sale of commission receivables at a discount, identifies the participating organizations, and outlines proposed risk controls. It shows the reasoning behind the business concept and preserves its historical financial and risk assumptions.

[Open original PDF](#) | 2 pages

Sales representative factoring agreement

Commercial agreements · Product and workflow design

The complete unexecuted agreement describes the sales representative, purchaser, intermediaries, receivable assignments, payment collection, representations, security provisions, defaults, and remedies. It demonstrates the proposed documentation supporting the concept. Blank party and signing fields remain blank.

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