

Rules of Engagement

- The Lead owns the engagement
- The Client contract is with the Lead's business
- All other participants are independent subcontractors to the Lead – they are NOT employees
- The approach to the engagement is governed by the Lead in consultation with the subcontractors (not a democracy); subcontractor deliverables are defined individually
- The Lead gets 10% of revenue as compensation for finding the business and owning the engagement
- The remaining 90% of revenue is split among the participants (including the Lead) according to their respective contributions, as scoped and agreed **before** the engagement, when the Statement of Work is written