

StreetsU Youth Business Outreach Representative Job Description & Residual Income Guide

Organization: IBSA, Inc.

Program: StreetsU Youth Enterprise Development Program

Position Overview

Youth Business Outreach Representatives recruit local small businesses and nonprofit organizations to join IBSA's online business directories. Participants receive training in professional salesmanship, communication, business networking, customer service, presenting features and benefits, identifying prospective businesses, closing enrollments, and building long-term client relationships.

Compensation

- Earn a flat \$30 commission for every new business or nonprofit successfully enrolled.
- Minimum age: 14
- Parent/Guardian permission required for participants under 18.
- Flexible after-school, evening, weekend, and summer hours.

Residual Income & Relationship Building

Each enrolled organization becomes part of the participant's client portfolio while actively participating in StreetsU. Each year, participants revisit their clients, update listings, strengthen relationships, and earn another \$30 commission for every successful renewal.

Example Earnings

Year	New Listings	Renewals	Annual Earnings
1	250	0	\$7,500
2	250	250	\$15,000
3	250	500	\$22,500
4	250	750	\$30,000
5	250	1,000	\$37,500
6	250	1,250	\$45,000
7	250	1,500	\$52,500
8	250	1,750	\$60,000

By recruiting approximately 250 new organizations each year beginning at age 14, a participant could build a portfolio of approximately 2,000 businesses and nonprofits before aging out of the program. Beyond commissions, participants graduate with years of experience in sales, customer relationship management, marketing, networking, and entrepreneurship.