

## FREE RESOURCE · CAREERS

# THE FOUR-PAYCHECK COMP SHEET

What each Triple Crown lane actually pays — the same corroborated industry numbers we publish on our site, in one page you can do math on.

## THE FOUR LANES

LANE	PER UNIT	TYPICAL	NOTES
Solar (closer)	per installed deal	\$1,500–\$4,000	Top closers \$4k–\$10k on bigger systems; paid in stages (signing → install)
Solar (setter)	per sit + per install	\$50–\$100 / sit + \$100–\$300 / install	The on-ramp lane
Water	per system sold	\$400–\$1,200	5–13% of ticket; same-week close off a free water test
Fiber	per activation	\$80–\$250	1–4/day when rolling; 30–90 day chargeback window
AI referral/close	% of cash collected	Setter 3–5% · Closer 10–20%	Builds \$5k–\$25k + recurring share on managed systems

## WHY THE STACK BEATS ONE PRODUCT

- A solar "no" is still a water test, a fiber switch, or an AI consult — no dead doors.
- Fiber and water pay same-week — cash flow while solar installs mature.
- Four commission streams smooth the weeks that kill single-product reps.

## DO YOUR OWN MONTH

\_\_\_ solar installs × \$ \_\_\_ + \_\_\_ water systems × \$ \_\_\_ + \_\_\_ fiber activations × \$ \_\_\_ + AI book = \$ \_\_\_\_\_ / month

**Apply at [job.gottriple.com](https://job.gottriple.com)** — two minutes, no cover letter. Setter → Closer → Team Lead, promoted on written criteria, not vibes.

Ranges reflect published commission structures and salary aggregates (Everstage; ZipRecruiter/Glassdoor/Indeed; ISP dealer rates). Illustrative, not a guarantee; most roles commission-based. · © 2026 Triple Crown · gottriple.com · This guide is free — share it with anyone it helps.