

Blue indicates Licensing Requirement
Green indicates Training Requirement
Dashed indicates excused entities

Websites

Websites that work with several escos or perform auction type services.

Consultant

If an entity conducts activities only in the capacity of advisor to a customer or set of customers, without contact with REPs specific to that customer or customer group, then it is a consultant that does not need to register pursuant to this section.

Employee Representative

An employee that works on behalf of a single esco

Broker

Works independently on behalf of the customer. 1099 sales agents and LLCs included.

Third Party Verification (TPV)

Independent party to ensure authenticity of sales

Door-to-Door Salesperson

Works on behalf of a single esco. Working for more than one esco would be a broker.

Multi-Level Marketing (Network Marketing)

A sales model that emphasizes recruiting other people

Aggregator

A person joining 2 or more customers into a single purchasing entity. Municipalities and townships are exempted from brokering requirement.

Industry Association

Chamber of Commerce, industry association, etc that submits referrals to esco or escos.

Telesales Agent

Works on behalf of one esco. Working with more than one esco is a broker.