

Incentive Compensation Examples



Gainsharing

Salespeople receive a share of a company's gains based on their individual performance.



Retention Bonus

Salespeople receive a financial bonus a company – typically calculated as a percentage of their base pay – for staying with the business for a predetermined period.



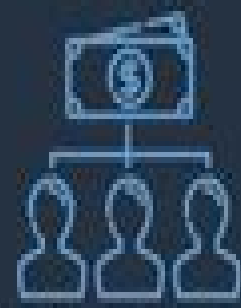
Annual Incentives

Salespeople receive a one-time, lump sum payment on top of a their normal salary for a fiscal year based on how they performed within that time frame.



Spot Awards

Salespeople receive a one-time monetary or non-monetary prize to recognize exceptional performance



Profit Sharing

Salespeople receive a share of a company's profits based on the company's profitability

Making Wage Incentives Work

S Nieto



Making Wage Incentives Work:

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