

Pay Plan For Setters / Sales Reps / Trainers / Builders

SETTERS COMMISSIONS

# Sales Installed	Earned Commission %	Example Revenue	Commission	
1 st	10%	\$10k	\$1,000	
2 nd	15%	\$10k	\$1,500	
3 rd	20%	\$10k	\$2,000	Now Sales Rep Eligible

SALES REP COMMISSIONS

# Sales Installed	Earned Commission %	Example Revenue	with 20% Setter Commission	Total Pay
4 th	20%	\$10k	\$2,000 + \$2,000	\$4,000
5 th	25%	\$10k	\$2,500 + \$2,000	\$4,500
6 th	30%	\$10k	\$3,000 + \$2,000	\$5,000

Now Field Sales Rep Eligible (can close sales for your Team)

SALES REP BONUS POOL – based on your monthly sales revenue installed

Sales Revenue	50% Base Commission	Sales Rep Bonus Pool	Comm + Bonus Total Income	Full Pay %
\$20,000	\$10,000	\$2,500	\$12,500	62.5%
\$30,000	\$15,000	\$6,000	\$21,000	70.0%
\$50,000	\$25,000	\$12,000	\$37,000	74.0%
\$80,000	\$40,000	\$25,000	\$65,000	81.25%
\$120,000	\$60,000	\$50,000	\$110,000	91.66%

BUILDER BONUS POOL --- Setters and Sales Reps can be BUILDERS

# Teams	Mo. Revenue Per Team	Total Revenue	Builder Bonus
2	\$10,000	\$20,000	\$2,400
3	\$10,000	\$30,000	\$5,600
3	\$20,000	\$60,000	\$9,200
4	\$20,000	\$80,000	\$21,600
4	\$30,000	\$120,000	\$32,400
5	\$40,000	\$200,000	\$54,000
5	\$60,000	\$300,000	\$90,000