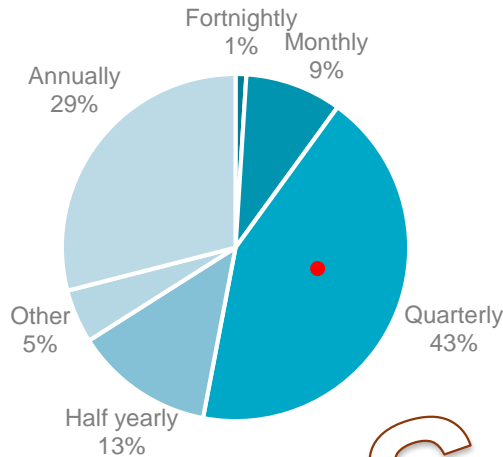


INSIGHTS DASHBOARD

Sample Company

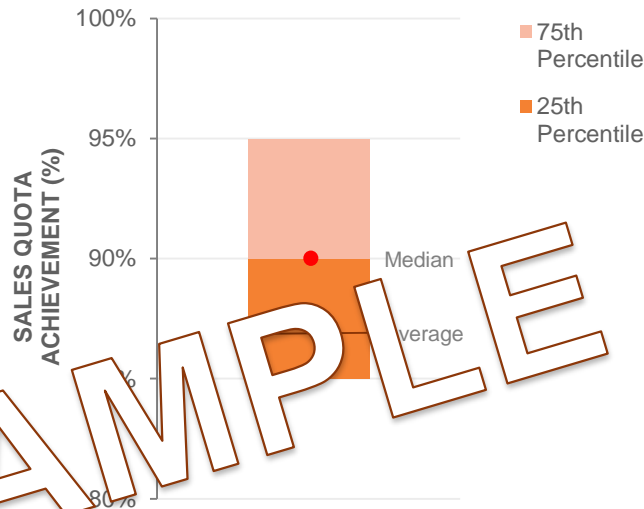


PAYOUT FREQUENCY

This is the frequency of employees receiving sales incentive payments

Most plans pay out on a quarterly basis. Sample Company's payout frequency is in line with the majority of the market

● Your Data

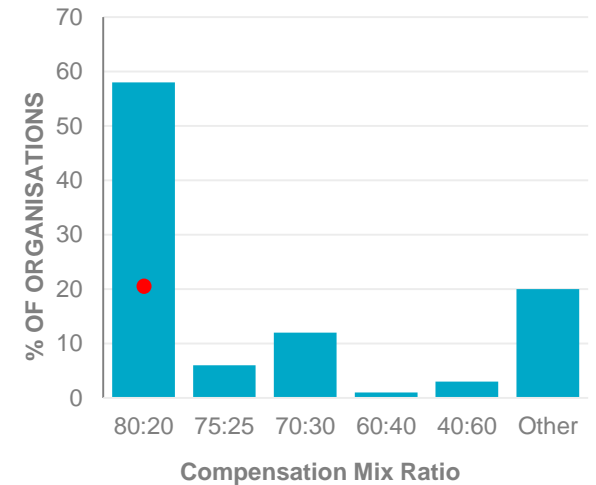


PERFORMANCE THRESHOLD

This is the minimum sales achievement for earning incentive

Most plans require at least 85% achievement of sales quotas before an incentive can be earned.

Sample Company is in line with the typical threshold required for an incentive to be earned by the majority of the market.



COMPENSATION MIX

This is the ratio of fixed remuneration to variable reward

The market median compensation mix for sales professionals is 80% Fixed and 20% Variable. Sample Company's target compensation mix is in line with a practices across the majority of the market.