

2012 Account Manager Milestones

Sales Increase

Total Sales Dollars Increase	1%
Monthly Promo Items equals $\frac{3}{4}$ percent of sales	.25%

Business Management

30 Day AR Turns	.25%
Expense to Sales (1.00%)	.25%

Target Accounts Bonus Opportunity

Bonus - 2% of full 90 days of Target Account Purchases.

Guidelines

1. Must have 2 target wins to be eligible for milestone bonus.
2. You must have a sales increase to be eligible for the rest of bonuses.
3. Bonuses will be paid base on your total sales dollar increase.
4. ALL Call reports and expenses must be current and complete to be eligible for milestone bonus.
5. Team Member will be eligible for bonuses after 6 months of employment. Any team member that misses more days than they are allowed or has excessive tardiness will not be eligible for any bonus or pay increase. Exceptions may be made for extenuating circumstances. If an exception is made the team member will not receive a bonus for the time they have missed; it will be a prorated amount. Their pay increase will also be a prorated amount.
6. Any team member that is terminated or quits during the year will not be paid their bonus.
7. Bonuses and pay raises are based strictly on base pay.
8. Bonuses will be paid no later than March 31, 2013. Target account bonus will be paid 120 days after system installation.