

2014 Account Manager Milestones

Wins

BIG GOAL : 2 PPG Wins

REFINISH

Annual Shop Sales: \$500,000 - \$749,999 = **\$250**

Annual Shop Sales: \$750,000 - \$1,499,999 = **\$500 Bonus**

Annual Shop Sales: \$1,500,000 - \$2,999,999 = **\$1000 Bonus**

Annual Shop Sales: \$3,000,000 and up = **\$1,500 Bonus**

COMMERCIAL

Bonus – 1% of 3 months of consecutive liquid purchases

Scorpion Dealer

Bonus – 1% of 3 months of consecutive scorpion purchases

Additional Bonus Opportunity

3 Target accounts closed in 2014 will earn 25% more bonus dollars based on the shop win bonus.

4 Target accounts closed in 2014 will earn 50% more bonus dollars based on the shop win bonus.

5 Target accounts closed in 2014 will earn 75% more bonus dollars based on the shop win bonus.

6 Target accounts closed in 2014 will earn 100% more bonus dollars based on the shop win bonus.

Sales Increase

BIG GOAL 9%

9% Total Sales Increase	4%
8% Total Sales Increase	3%
7% Total Sales Increase	2%
6% Total Sales Increase	1%

Business Management

AR Turns (30)	1%
Total Bonus Available – Milestones	5%
Additional Bonus Opportunity	1%
10% or greater Total Sales Increase	

Guidelines

1. Must have 2 target wins to be eligible for milestone bonus.
2. ALL Sales Force activity and expenses must be current and complete to be eligible for milestone bonus.
3. 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. Any team member that is terminated or quits during the year will not be paid their bonus.
4. Bonuses are based strictly on base pay.
5. Bonuses will be paid no later than March 31, 2015. Target account bonus will be paid 90 days after system installation.