

# 2014 Commercial Account Manager Milestones

## Wins

## BIG GOAL : 2 PPG Wins

### 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.