Pote	North \$ Central \$ South \$ Extra channel	7,200,000 3,600,000 7,200,000 \$200,000 8,200,000	4 \$600,000 2 \$300,000 4 \$600,000 1 \$150,000	\$600,000 \$300,000 \$600,000 \$150,000	\$1,200,000 \$600,000 \$1,200,000				
North	North \$ Central \$ South \$ Extra channel	7,200,000 3,600,000 7,200,000 \$200,000 8,200,000	4 \$600,000 2 \$300,000 4 \$600,000 1 \$150,000	\$600,000 \$300,000 \$600,000 \$150,000	\$1,200,000 \$600,000 \$1,200,000				
South   \$7,200,000   4   \$600,000   \$150,000   \$300,000   \$300,000     Total NJ   \$18,200,000   11   \$1,650,000   \$1,500,000   \$33,300,000     Total NJ   \$18,200,000   11   \$1,650,000   \$1,500,000   \$33,300,000     Total NJ   \$7,404,000	South \$ Extra channel	7,200,000 \$200,000 8,200,000 1,404,000	\$600,000 1 \$150,000	\$600,000 \$150,000	\$1,200,000				
South   \$7,200,000   4   \$600,000   \$150,000   \$300,000   \$300,000     Total NJ   \$18,200,000   11   \$1,650,000   \$1,500,000   \$33,300,000     Total NJ   \$18,200,000   11   \$1,650,000   \$1,500,000   \$33,300,000     Total NJ   \$7,404,000	South \$ Extra channel	7,200,000 \$200,000 8,200,000 1,404,000	\$600,000 1 \$150,000	\$600,000 \$150,000	\$1,200,000				
Total NJ		8,200,000 1 7,404,000	,,	. ,	\$300,000				
Channel direct   S7,404,000   S10,796,000   S10,796,000   S10,796,000   S10,796,000   S10,796,000   S10,000   S150,000		7,404,000	\$1,650,000	\$1,500,000					
Telesales plan   Free   September   Sept	·				\$3,300,000				
Telesales plan   reps   salary   commission   specification									
Telesales plan   Feps   Salary   Commission   Solary   Sp60,000									
Recomplement   Reco	\$7,500,000	<u>reps</u> <u>sal</u> 16 \$	commission 60,000	\$960,000					
Recomplement   Reco				total	\$4 080 000				
Actuals   Recompt   Reco									
North         9lan         % channel         revenue         resellers         productivity         Quota         \$1,800,000         \$1,800,000         \$1,800,000         \$24%         \$435,000         \$2.5         \$34,800         \$1,800,000         \$24%         \$435,000         \$2.5         \$34,800         \$1,900,000         \$0.5         \$27,500         \$0.04166667           Ed         \$1,800,000         24%         \$435,000         \$1.2.5         \$34,800         \$900,000         0.5         \$37,500         \$0.04166667           Dan         \$1,800,000         24%         \$435,000         12.5         \$34,800         \$900,000         0.5         \$28,125         0.0625           Pan         \$1,800,000         24%         \$435,000         12.5         \$34,800         \$1,3800,000         0.75         \$28,125         0.0625           Pan         \$1,800,000         24%         \$435,000         12.5         \$34,800         \$1,800,000         0.75         \$28,125         0.0625           \$1,800,000         \$1,800,000         \$1,800,000         \$1,800,000         \$1,800,000         \$1,800,000         \$1,800,000         \$1,800,000         \$1,800,000         \$1,800,000         \$1,800,000         \$1,800,000         \$1,800,000         \$1,800,000 </td <th></th> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>									
North         9lan         % channel         revenue         resellers         productivity         Quota         \$1,800,000         \$1,800,000         \$1,800,000         \$24%         \$435,000         \$2.5         \$34,800         \$1,800,000         \$24%         \$435,000         \$2.5         \$34,800         \$1,900,000         \$0.5         \$27,500         \$0.04166667           Ed         \$1,800,000         24%         \$435,000         \$1.2.5         \$34,800         \$900,000         0.5         \$37,500         \$0.04166667           Dan         \$1,800,000         24%         \$435,000         12.5         \$34,800         \$900,000         0.5         \$28,125         0.0625           Pan         \$1,800,000         24%         \$435,000         12.5         \$34,800         \$1,3800,000         0.75         \$28,125         0.0625           Pan         \$1,800,000         24%         \$435,000         12.5         \$34,800         \$1,800,000         0.75         \$28,125         0.0625           \$1,800,000         \$1,800,000         \$1,800,000         \$1,800,000         \$1,800,000         \$1,800,000         \$1,800,000         \$1,800,000         \$1,800,000         \$1,800,000         \$1,800,000         \$1,800,000         \$1,800,000         \$1,800,000 </td <th></th> <td></td> <td>-bl</td> <td></td> <td></td> <td>2014</td> <td></td> <td></td> <td></td>			-bl			2014			
North         50         (blended)         comission         \$150,000           Al         \$1,800,000         24%         \$435,000         12.5         \$34,800           Matt         \$1,800,000         24%         \$435,000         12.5         \$34,800         up to         commission         payout         per dollar           Ed         \$1,800,000         24%         \$435,000         12.5         \$34,800         \$900,000         0.5         \$37,500         0.04166667           Dan         \$1,800,000         24%         \$435,000         12.5         \$34,800         \$1,350,000         0.75         \$28,125         0.0625           \$7,200,000         24%         \$1,740,000         -         \$1,800,000         2.75         \$84,375         0.1875           \$1,800,000		nlan % ch		rocollors	productivity		•		
Al \$1,800,000 24% \$435,000 12.5 \$34,800		pian 76 Cm	annei revenue						
Matt         \$1,800,000         24%         \$435,000         12.5         \$34,800         up to         commission         payout         per dollar           Ed         \$1,800,000         24%         \$435,000         12.5         \$34,800         \$900,000         0.5         \$37,500         0.04166667           Dan         \$1,800,000         24%         \$435,000         12.5         \$34,800         \$1,350,000         0.75         \$28,125         0.0625           \$7,200,000         \$1,740,000         \$1,800,000         2.25         \$84,375         0.1875           \$1,800,000		800 000 3/	1% \$435,000			COMISSION	\$130,000		
Ed \$1,800,000 24% \$435,000 12.5 \$34,800 \$900,000 0.5 \$37,500 0.04166667  Dan \$1,800,000 24% \$435,000 12.5 \$34,800 \$1,350,000 0.75 \$28,125 0.0625  \$7,200,000 \$1,740,000 \$1,800,000 2.25 \$84,375 0.1875    Channel   Chan	. ,	,	. ,			unto	commission	navout	ner dollar
Dan \$1,800,000 24% \$435,000 12.5 \$34,800 \$1,350,000 0.75 \$28,125 0.0625 \$7,200,000 \$1,740,000 \$1,740,000 \$2.25 \$84,375 0.1875 \$150,000 \$1,800,000 \$2.25 \$84,375 0.1875 \$150,000 \$1,800,000		,							
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\$150,000 channel accelerators    Actuals % channel revenue resellers productivity \$1,300,000 3 -\$125,000 0.25		•	. ,	12.0	ψ3 1,000				
channel accelerators <u>Actuals % channel revenue</u> <u>resellers productivity</u> \$1,300,000 3 -\$125,000 0.25	Ψ.,	200,000	ψ1), 10,000			Ψ1,000,000	2.23		0.1075
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	<u>A</u>	ctuals % ch	annel revenue	resellers	productivity	\$1,300,000	3	-\$125,000	0.25
<b>South + central</b> 69 \$1,400,000 4 \$33,333 0.33333333	South + central			69	-	\$1,400,000	4	\$33,333	0.33333333
Joe (mgr) \$900,000 107% \$960,000 20 \$48,000 \$1,500,000 5 \$41,667 0.41666667	Joe (mgr) \$9	900,000 10	7% \$960,000	20	\$48,000	\$1,500,000	5	\$41,667	0.41666667
Maria \$1,800,000 53% \$960,000 20 \$48,000	Maria \$1,	800,000 53	3% \$960,000	20	\$48,000				
Pete \$1,800,000 22% \$390,000 15 \$26,000 -\$50,000	Pete \$1,	800,000 2	2% \$390,000	15	\$26,000			-\$50,000	
lgor \$1,800,000 20% \$364,000 14 \$26,000	Igor \$1,	800,000 20	0% \$364,000	14	\$26,000				
\$6,300,000 \$2,674,000	\$6,	300,000	\$2,674,000						
A1				41					
박그	New (Susan) \$1,	800,000 72	2% \$1,300,000		\$100,000				
		,	. , ,						
New (Susan) \$1,800,000 72% \$1,300,000 13 \$100,000			. ,		\$100,000				
New (Susan)         \$1,800,000         72%         \$1,300,000         13         \$100,000           New (Joe)         \$900,000         43%         \$390,000         15         \$26,000		500,000	\$2,990,000		,,				

\$7,404,000

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