

NEW AGENT 3 YEAR BONUS PLAN				
YEAR 1 OF 3				
PAY PERIOD	SALES PLAN for BONUS	COMM (AVG 18%)	BONUS	TOTAL CHECK AMOUNT
START UP*	20 % of 1st period sales		20%	460
1	2,300	414	1,500	1,914
2	2,450	441	1,500	1,941
3	2,600	468	1,500	1,968
4	2,750	495	1,500	1,995
5	2,900	522	1,500	2,022
6	3,050	549	1,500	2,049
TOTALS	16,050	2,889	9,000	12,349

7	3,200	576	1,500	2,076
8	3,350	603	1,500	2,103
9	3,500	630	1,500	2,130
10	3,650	657	1,500	2,157
11	3,800	684	1,500	2,184
12	3,950	711	1,500	2,211
TOTALS	21,450	3,861	9,000	12,861

13	4,100	738	1,350	2,088
14	4,250	765	1,350	2,115
15	4,400	792	1,350	2,142
16	4,550	819	1,350	2,169
17	4,700	846	1,350	2,196
18	4,850	873	1,350	2,223
TOTALS	26,850	4,833	8,100	12,933

19	5,000	900	1,300	2,200
20	5,150	927	1,300	2,227
21	5,300	954	1,300	2,254
22	5,450	981	1,300	2,281
23	5,600	1,008	1,300	2,308
24	5,750	1,035	1,300	2,335
TOTALS	32,250	5,805	7,800	13,605
Year 1	96,600	17,388	33,900	51,748

Commission shown is based on an average of 18%. Earnings shown are based on agent being 100% to sales plan.

*Upon 1st 2 weeks sales, agent will receive a 20% startup (not to exceed \$1000).

Upon 1st statement: agent will receive actual commission earned + period bonus.

Pay periods: 1st - 15th; paid the last day of the month..... 16th - end of month; paid the 15th of the following month.

To receive scheduled bonuses, agent must be at 100% of Pay Period Sales Plan and with Chromate on date bonus is paid.

Bonus is paid on qualifying sales only. SOD, IPP, Equipment etc., and specially priced orders do not qualify.

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MANAGER SIGNATURE

NEW AGENT 3 YEAR BONUS PLAN				
YEAR 2 OF 3				
PAY PERIOD	SALES PLAN for BONUS	COMM (AVG 18%)	BONUS	TOTAL CHECK AMOUNT
25	5,300	954	1,300	2,254
26	5,450	981	1,300	2,281
27	5,600	1,008	1,300	2,308
28	5,750	1,035	1,300	2,335
29	5,900	1,062	1,300	2,362
30	6,050	1,089	1,300	2,389
TOTALS	34,050	6,129	7,800	13,929

31	6,200	1,116	1,200	2,316
32	6,350	1,143	1,200	2,343
33	6,500	1,170	1,200	2,370
34	6,650	1,197	1,200	2,397
35	6,800	1,224	1,200	2,424
36	6,950	1,251	1,200	2,451
TOTALS	39,450	7,101	7,200	14,301

37	7,100	1,278	1,100	2,378
38	7,250	1,305	1,100	2,405
39	7,400	1,332	1,100	2,432
40	7,550	1,359	1,100	2,459
41	7,700	1,386	1,100	2,486
42	7,850	1,413	1,100	2,513
TOTALS	44,850	8,073	6,600	14,673

43	8,000	1,440	1,000	2,440
44	8,150	1,467	1,000	2,467
45	8,300	1,494	1,000	2,494
46	8,450	1,521	1,000	2,521
47	8,600	1,548	1,000	2,548
48	8,750	1,575	1,000	2,575
TOTALS	50,250	9,045	6,000	15,045
Year 2	168,600	30,348	27,600	57,948

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NEW AGENT 3 YEAR BONUS PLAN				
YEAR 3 OF 3				
PAY PERIOD	SALES PLAN for BONUS	COMM (AVG 18%)	BONUS	TOTAL CHECK AMOUNT
49	8,900	1,602	900	2,502
50	9,050	1,629	900	2,529
51	9,200	1,656	900	2,556
52	9,350	1,683	900	2,583
53	9,500	1,710	900	2,610
54	9,650	1,737	900	2,637
TOTALS	55,650	10,017	5,400	15,417

55	9,800	1,764	800	2,564
56	9,950	1,791	800	2,591
57	10,100	1,818	800	2,618
58	10,250	1,845	800	2,645
59	10,400	1,872	800	2,672
60	10,550	1,899	800	2,699
TOTALS	61,050	10,989	4,800	15,789

61	10,700	1,926	700	2,626
62	10,850	1,953	700	2,653
63	11,000	1,980	700	2,680
64	11,150	2,007	700	2,707
65	11,300	2,034	700	2,734
66	11,450	2,061	700	2,761
TOTALS	66,450	11,961	4,200	16,161

67	11,600	2,088	600	2,688
68	11,750	2,115	600	2,715
69	11,900	2,142	600	2,742
70	12,050	2,169	600	2,769
71	12,200	2,196	600	2,796
72	12,350	2,223	600	2,823
TOTALS	71,850	12,933	3,600	16,533
Year 3	255,000	45,900	18,000	63,900

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