

Rewarding Salesperson Performance

Who is the better salesperson?

Who is receiving the larger bonus?

Sales person	Territory Size	Quota	Sales	Sales - Quota	5% Bonus
1	Large	\$1,000,000	\$1,100,000	\$100,000	\$5,000
2	Small	\$100,000	\$120,000	\$20,000	\$1,000

Salesperson	Quota	Sales	(Sales - Quota)/Quota
1	\$1,000,000	\$1,100,000	10%
2	\$100,000	\$120,000	20%