1. **COMMISSION AND BONUS**
   - 50¢ per hour of service provided OVER X. X = starting point of business, annual floor.
     - Example: Servicing 2,000 hrs/week - Floor is 1,500 - commission is paid on 500 hrs = $250
   - Bonus is paid for cases that last minimum 2 weeks
     - $25 for every hourly case up to 19 hours service/week
     - $50 for every hourly case 20-49 hours service/week
     - $100 for every hourly case 50+ or Live-In/week
   - Salary was minimal for your area

2. **QUARTERLY BONUS WITH ANNUAL INCENTIVE**
   - 3 goals per quarter
     - Referrals = $500
     - Starts = $750
     - Revenue Generated = $1,250
     - Max bonus per quarter is $2,500
     - Bonuses are paid in part or whole.
       - Ex: Hit Starts and Revenue goals, bonus for Quarter is $2,000
     - Set goals to hit for each incentive based on experience and length of development of territory
   - Annual Goal is based on Revenue Generated that Calendar Year ONLY (Jan 1-Dec 31)
     - $2,500 Paid for every 5% Revenue is exceeded by
     - Ex: Annual goal $500,000 generated. Rep brings in $560,000, Bonus = $5,000

3. **HOME HEALTH COMPANIES**
   - Minimal Salary for Marketing rep based on area
   - Incentive
     - Minimal Quota pays $250 bonus
     - Additional admissions 1-10 beyond quota pays $75 each
     - Additional admissions 11+ pays $100 each uncapped
   - Example:
     - Quota is 15 admission and rep admits 28 new clients = $1,300 Bonus
     - Breakdown:
       - $250 for hitting Minimal Quota
       - $750 for admissions 16-25
       - $300 for admissions 26-28

Provided by: Hurricane Marketing Enterprises