

How Do You Pay Your Sales Reps' Compensation?*

19%

**ALL BASE
SALARY, NO
COMMISSION**



15%

**NO BASE
SALARY, 100%
COMMISSION**

25%

**HIGH BASE
SALARY, LOW
COMMISSION**

21%

**LOW BASE
SALARY, HIGH
COMMISSION**

**50%
BASE SALARY,**

**50%
COMMISSION**

Having the right mix for your product or services is key to getting the behavior business owners desire. **The compensation plans that bring the best results are 50/50.**



**We can help transition your team to the right sales compensation plan.
To Find Your Local Sales Consultant Visit SalesXceleration.com.**

Take me to the blog *Straight Commission Sales Compensation is a Terrible Idea.*
Here are 8 Reasons Why to learn more.