

ACTION PLAN

What will you do differently as a result of what you learned in this section?

reviewing and adjusting sales pay plans
tying into CSI

What will be the benefits of making these changes? What will be the consequences if you don't do anything differently?

*ensuring staff is not underpaid or overpaid. } benefit.
* motivating employees to attain goals
consequences - higher turnover if underpaid, losing money if they are overpaid.

What obstacles might you encounter and how can you overcome them?

employees resistant to change in pay structure
you can overcome by management believing and supporting the change to their benefit.

Identify your first few steps and the people who can help you with them.

analyzing pay plans vs sales quota met
setup benchmarks with management for sales

Start Date:

1/24/2022

Completion Date:

3/1/22