

## ACTION PLAN

WHAT: CREATING A NEW PAYPLAN

WHY: INVENTORY IS HIGH, GROSS IS GOING DOWN AND FACTORY CSI STANDARDS ARE INCREASING

WHAT WILL HAPPEN: SALESPEOPLE WILL BE PUSHED TO INCREASE CSI SCORES AND PUSH UNITS SINCE THEY ARE BOTH TIED TO THEIR PAYPALNS

PAYPALAN WAS CREATED AND WENT IN EFFECT 9/1/23