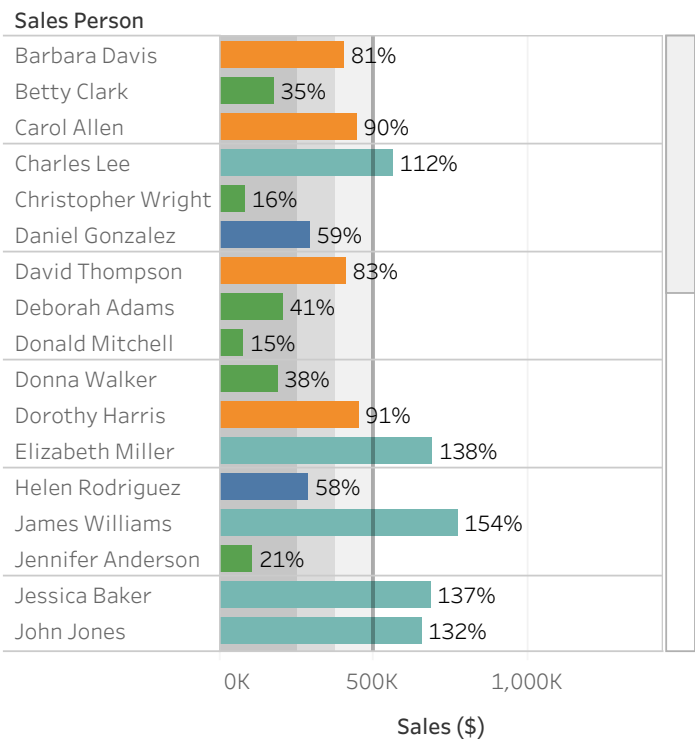


Sales Commission Model

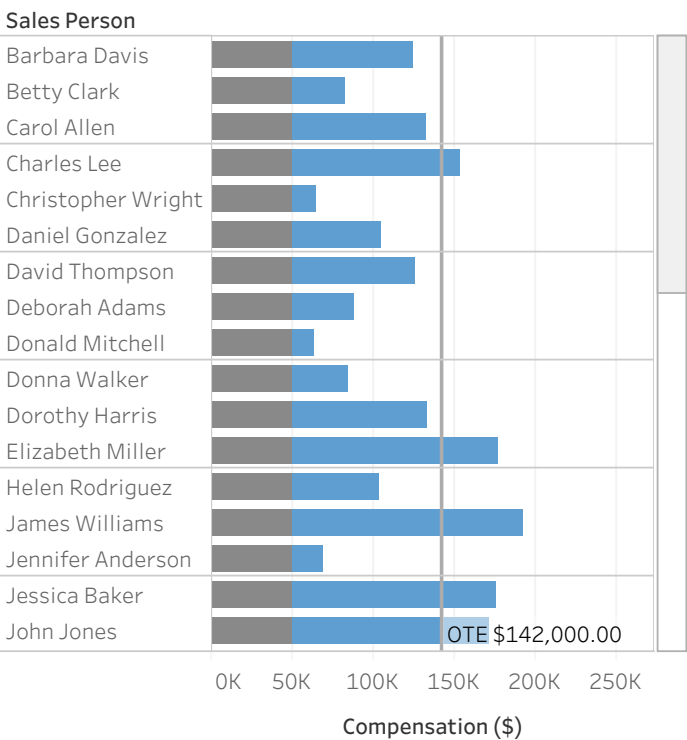
Enter new quota, commission rate and base salary to estimate sales and compensation

New quota	Base salary	Sort by	Commission rate
\$500K	\$50,000	Names	18.4%

Estimated Quota Attainment Results with These Assumptions



Total Compensation with These Assumptions



Below 50% 50-75% 75-100% 100%+ Min. Base (Variable) Commission (Variable)

Estimated Sales:		Estimated Compensation:	
Sales	\$15.36M	OTE (Variable)	\$5.82M
% of quota achieved	75%	Avg. OTE (Variable)	\$142K