

Furniture Auction, LLC

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SALESPERSON BONUS / SPIFF REQUEST

NAME: _____ DATE: _____ APP'D BY: _____

Please submit this form when you have met ALL the criteria for a particular spiff and attach a copy of the relevant commission report.

WEEKLY COMMISSIONABLE SALE TARGET: \$ _____

Spiff/Bonus Amount: \$200 + 1% additional spiff over \$20k in newly written commissionable sales.

Criteria:

- a) 40% PM sales + min 3% delivery
- b) Must have minimum 7 newly written qualified sales during the period.
- c) Any sales with miscellaneous charges must be adjusted to account for actual profit margin

MONTHLY COMMISSIONABLE SALE TARGET: \$ _____

Spiff/Bonus Amount: \$400 for \$60K+ and \$300 additional for each additional \$20K+ above \$60k in newly written commissioned sales.

Criteria:

- a) 40% PM sales + min 3% delivery
- b) Must have 20+ sales min for the month for 60K+ target and 6 sales for each 20K additional.
- c) Any sales with miscellaneous charges must be adjusted to account for actual profit margins

MONTHLY WARRANTEE TARGET: \$ _____

Spiff/Bonus Amount: \$200

Criteria:

- a) 40% PM sales + min 3% delivery
- b) Any sales with miscellaneous charges must be adjusted to account for actual profit margins
- c) Minimum of \$200 of warrantee spiffs must be present on commission report for the month

INDIVIDUAL WARRANTEES: List Orders Below

Spiff/Bonus Amount: 10% or 5% of warrantee spiffs

Criteria:

- a) 10% of warrantee amount if overall 40% PM (overall margin + overall delv). 5% if over 35%.
- b) Any sales with miscellaneous charges must be adjusted to account for actual profit margins
- c) Please submit on a weekly basis.

INDIVIDUAL FLOOR SAMPLE: List Orders Below

Spiff/Bonus Amount: TBD on a per sale basis

Criteria:

- a) Spiff structure/tier
- b) Service requirements
- c) Margins