

Our national surveys are sponsored by the Employers Association Group (EAG), of which The Employers Council is a member, and include national as well as local data.

Without a talented sales force, even the best products won't sell. To put an effective sales force on your payroll, you need to implement competitive hiring practices without breaking the bank. This survey will help you determine the right sales compensation for your employees. It is a wealth of hard-to-find, up-to-date data, and you shouldn't hire without it. Data was submitted from 758 firms reporting on 11,985 employees.

Survey Features:

- ✓ One volume covers National **plus** local data
- ✓ Twenty-one positions that span a full sales force from executives to inside sales and customer service
- ✓ Salary reports show base pay, variable pay and total compensation
- ✓ Compensation strategy (6 types of incentive strategies)
- ✓ Gross sales volume (3 breakouts)
- ✓ Commission & Bonus Plan summaries and Expense Allowance practices
- ✓ Industry type (14 breakouts)
- ✓ Region (6 breakouts)

Direct questions about ordering the survey to Terri Whitehouse. Please fill out the form below if you would like to order the *2008-2009 National Sales Compensation & Practices Survey*.

Number Ordered	Survey	Member Price	Non-member Price
	<i>2008-2009 National Sales Compensation and Practices Survey</i>	<i>\$185+12.67 tax =\$197.67</i>	<i>\$625+\$42.81 tax =667.81</i>

How would you like to receive the survey?	Electronic Format <input type="checkbox"/> Email address: _____	Paper Format <input type="checkbox"/>
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For a small participation fee of only \$45, member participants receive a copy of this survey at no additional charge. Look for the survey invitation in September.

Company Name: _____ Telephone: _____

Recipient Name: _____ Title: _____

Mailing Address: _____ City/St/Zip: _____

Check Enclosed: ____ Invoice Company: ____ (Council members only)

Charge Credit Card: Master Card ____ Visa ____ American Express ____

Credit Card Number: _____ Expiration Date: _____ Total Amount: _____

Name on Card: _____ Signature: _____

Return order form to:

THE EMPLOYERS COUNCIL ~ 175 WEST 200 SOUTH, SUITE 2005 ~ SALT LAKE CITY, UT 84101 ~ PHONE: 801.364.8479 ~ FAX: 801.364.8915 ~ www.ecutah.org