

Senior Account Rep

Purchase 1,000 Board Cell Phones for two consecutive months to become a Senior Account Rep
(Minimum 1,000 Board Cell Phones per month to stay a Senior Account Rep.)

(240 minutes and 120 calls)

| | |
|---|-----------------|
| • \$18.75 Per Hour during training | \$39,000 |
| • \$20.75 Per Hour after training | \$43,160 |
| • ½ of Health Insurance Premium, if applicable – (\$239/mo x 12) | \$ 2,868 |
| • \$0.20 per cell phone over 1,000 cell phones in one month | \$ 800 |
| • \$10 Per Book (2 per week) – www.pacebutler.com/reading | \$ 1,040 |
| • \$20 Per Day (5 per week) - over 240 minutes per day | \$ 5,200 |
| • \$500 Group Goal Pay (Group Rep Avg. of 1,500 Board Cell Phones – estimate 4 times) | \$ 2,000 |
| • \$100 Personal Best Month Purchase Pay (estimate 4 times) | \$ 400 |
| • \$50 Weekly Drawings for Walk, ROM & Books (estimate 6 times/year) | \$ 300 |
| • \$20 First time a month for 3 point commitment | \$ 240 |
| • \$500 Monthly Drawing for the 3 Point Commitment (estimate 1 time/year) | |
| • \$800 Monthly Drawing for Cell Phones In That Month (estimate 1 time/year) | \$ 800 |
| • \$1,000 Employee Referral Pay (no maximum number – estimate 2 times/year) | <u>\$ 2,000</u> |
| | Total \$58,808 |

Senior Account Rep responsibilities include:

- Most importantly, BE a part of the PaceButler culture
- Actively attend all developmental meetings
- Continue to expand knowledge of Leadsources
- Update contact information and rate accounts
- Develop long-term relationships with clients
- Improve selling and closing skills
- Mentor Account Reps to become Senior Account Reps
- 240 minutes on the phone per day _____
- 120 calls per day _____
- Buy over 1,000 cell phones per month _____
- 30 minutes on the phone for every hour that you are clocked in

What happens if a Rep does not hit their monthly goal?

Refocus

If an Account Rep does not meet their monthly production requirement, the following month will be a Refocus period. This is a one month grace period to give the Rep another chance to hit their production requirement for that month. If the Rep fails to do so they will drop to the position they have earned through their last month's production. In order to be promoted, it will take two consecutive months of production to earn the next promotion.

Major Account Rep

Purchase 2,000 Board Cell Phones for two consecutive months to become a Major Account Rep
(Minimum 2,000 Board Cell Phones per month to stay a Major Account Rep.)

(240 minutes and 75 calls)

| | |
|---|---------------------|
| • \$29.38 Per Hour | \$61,110.40 |
| • ½ of Health Insurance Premium, if applicable – (\$239/mo x 12) | \$ 2,868 |
| • \$0.20 per cell phone over 2,000 cell phones in one month | \$ 1,800 |
| • \$20 Per Book (2 per week) – www.pacebutler.com/reading | \$ 2,080 |
| • \$20 Per Day (5 per week) - over 240 minutes per day | \$ 5,200 |
| • \$500 Pay 3,000 (Purchase 3,000 Board Cell Phones Per Month – estimate 6 times) | \$ 3,000 |
| • \$250 Personal Best Month Purchase Pay (estimate 4 times) | \$ 1,000 |
| • \$50 Weekly Drawings for Walk, ROM & Extra Book (estimate 6 times/year) | \$ 300 |
| • \$20 First time a month for 3 point commitment | \$ 240 |
| • \$500 Monthly Drawing for the 3 Point Commitment (estimate 1 time/year) | |
| • \$800 Monthly Drawing for Cell Phones in That Month (estimate 1 time/year) | \$ 800 |
| • \$1,000 Employee Referral Pay (no maximum number – estimate 2 times/year) | <u>\$ 2,000</u> |
| Total | \$ 80,398.40 |

Major Account Rep responsibilities include:

- Most importantly, BE a part of the PaceButler culture
- Actively attend all developmental meetings
- Continue to expand knowledge of Leadsource
- Update contact information and rate accounts
- Increase quantity and quality of long-term relationships with clients
- Hunt for major account opportunities with Fortune 500, 5,000, and 10,000 accounts
- Mentor Senior Account Reps to become Major Account Reps
- 240 minutes on the phone per day _____
- 75 calls per day _____
- Buy over 2,000 cell phones per month _____
- 30 minutes on the phone for every hour that you are clocked in

What happens if a Rep does not hit their monthly goal?

Refocus

If an Account Rep not meet their monthly production requirement, the following month will be a Refocus period. This is a one month grace period to give the Rep another chance to hit their production requirement for that month. If the Rep fails to do so they will drop to the position they have earned through their last month's production. In order to be promoted, it will take two consecutive months of production to earn the next promotion.

Sr. Major Account Rep

Purchase 3,000 Board Cell Phones for two consecutive months to become a Senior Major Account Rep
(Minimum 3,000 Board Cell Phones per month to stay a Senior Major Account Rep.)

(240 minutes and 75 calls)

| | |
|--|-----------------|
| • \$41.00 Per Hour | \$ 85,280 |
| • ½ of Health Insurance Premium, if applicable – (\$239/mo x 12) | \$ 2,868 |
| • \$0.20 per cell phone over 3,500 cell phones in one month | \$ 1,800 |
| • \$30 Per Book (2 per week) – www.pacebutler.com/reading | \$ 3,120 |
| • \$20 Per Day (5 per week) - over 240 minutes per day | \$ 5,200 |
| • \$500 Personal Best Month Purchase Pay (estimate 4 times) | \$ 2,000 |
| • \$50 Weekly Drawings for Walk, ROM & Extra Book (estimate 6 times/year) | \$ 300 |
| • \$20 First time a month for 3 point commitment | \$ 240 |
| • \$500 Monthly Drawing for the 3 Point Commitment (estimate 1 time/year) | |
| • \$800 Monthly Drawing for Cell Phones in That Month (estimate 3 time/year) | \$ 2,400 |
| • \$1,000 Employee Referral Pay (no maximum number – estimate 2 times/year) | <u>\$ 2,000</u> |
| Total | \$105,208 |

Senior Major Account Rep responsibilities include:

- Most importantly, BE a part of the PaceButler culture
- Actively attend all developmental meetings
- Continue to expand knowledge of Leadsources
- Update contact information and rate accounts
- Increase quantity and quality of long-term relationships with clients
- Hunt for major account opportunities with Fortune 500, 5,000, and 10,000 accounts
- Mentor Major Account Reps to become Senior Major Account Reps
- 240 minutes on the phone per day _____
- 75 calls per day _____
- Buy over 3,000 cell phones per month _____
- 30 minutes on the phone for every hour that you are clocked in

What happens if a Rep does not hit their monthly goal?

Refocus

If an Account Rep does not meet their monthly production requirement, the following month will be a Refocus period. This is a one month grace period to give the Rep another chance to hit their production requirement for that month. If the Rep fails to do so they will drop to the position they have earned through their last month's production. In order to be promoted, it will take two consecutive months of production to earn the next promotion.

Vice President Major Accounts

Purchase 4,500 Board Cell Phones for two consecutive months to become a VP Major Account Rep
(Minimum 4,500 Board Cell Phones per month to stay a VP Major Account Rep.)

(240 minutes and 75 calls)

| | |
|--|-----------------|
| • \$50.00 Per Hour | \$104,000 |
| • ½ of Health Insurance Premium, if applicable – (\$239/mo x 12) | \$ 2,868 |
| • \$0.20 per cell phone over 5,000 phones in one month | \$ 1,800 |
| • \$50 Per Book (2 per week) – www.pacebutler.com/reading | \$ 5,200 |
| • \$20 Per Day (5 per week) - over 240 minutes per day | \$ 5,200 |
| • \$500 Personal Best Month Purchase Pay (estimate 4 times) | \$ 2,000 |
| • \$50 Weekly Drawings for Walk, ROM & Extra Book (estimate 6 times/year) | \$ 300 |
| • \$20 First time a month for 3 point commitment | \$ 240 |
| • \$500 Monthly Drawing for the 3 Point Commitment (estimate 1 time/year) | |
| • \$800 Monthly Drawing for Cell Phones in That Month (estimate 3 time/year) | \$ 2,400 |
| • \$1,000 Employee Referral Pay (no maximum number – estimate 2 times/year) | <u>\$ 2,000</u> |
| | Total \$126,008 |

Senior Major Account Rep responsibilities include:

- Most importantly, BE a part of the PaceButler culture
- Actively attend all developmental meetings
- Continue to expand knowledge of Leadsources
- Update contact information and rate accounts
- Increase quantity and quality of long-term relationships with clients
- Hunt for major account opportunities with Fortune 500, 5,000, and 10,000 accounts
- Mentor Senior Major Account Reps to become VP Major Account Reps
- 240 minutes on the phone per day _____
- 75 calls per day _____
- Buy over 4,500 cell phones per month _____
- 30 minutes on the phone for every hour that you are clocked in

What happens if a Rep does not hit their monthly goal?

Refocus

If any Account Rep does not meet their monthly production requirement, the following month will be a Refocus period. This is a one month grace period to give the Rep another chance to hit their production requirement for that month. If the Rep fails to do so they will drop to the position they have earned through their last month's production. In order to be promoted, it will take two consecutive months of production to earn the next promotion.