

# 2026 SALES BONUS STRUCTURE

TANEISHA CLARK

Your bonuses are based on THREE things:

## 1. KEEP YOUR CUSTOMERS

What % of your 2025 accounts order again in 2026?

90% or more come back	\$5,000
80 – 89% come back	\$3,500
70 – 79% come back	\$2,000

## 2. GROW YOUR ACCOUNTS

Did your repeat customers spend MORE than last year?

10% or more growth	\$5,000
5 – 9% growth	\$3,500
1 – 4% growth	\$2,000

## 3. BRING IN NEW BUSINESS

Revenue from brand new customers or reactivated accounts (no orders in 18+ months):

\$100,000 or more	\$2,500
\$50,000 – \$99,999	\$1,500
\$25,000 – \$49,999	\$750

— PLUS (Paid Quarterly) —

## ONLINE STORE COMMISSION

Store Type	Rate	Bonus
Existing Stores (maintenance)	1%	—
New Company (brand new customer)	5%	+\$250 at \$2,500
New Location (existing company)	3%	+\$100 at \$2,500

*New store rates (5%/3%) apply for first 6 months, then drop to 1% maintenance.*

## QUARTERLY SPIFFS

Estimated \$500+ per quarter on featured products. Actual earnings depend on the products and your effort — push harder, earn more.

## 2026 SPECIAL: WIN-BACK BOUNTY

You have 386 accounts that ordered in 2024 but NOT in 2025. These are your win-back targets.

**THE DEAL:** Earn **5% commission** on every dollar from these win-back accounts in 2026.

Commission Rate	5% on all win-back revenue
Payout	Quarterly (added to paycheck)
Cap	None — unlimited upside
Minimum	None — earn from the first dollar
Duration	2026 only

*2024 Revenue from these accounts: \$483K — that's your opportunity.*

## THE BOTTOM LINE

Keep your customers. Grow your accounts. Bring in new business.

**Win back your 2024 customers for 5% commission.**

**Do those things and you'll be rewarded.**