

Larcommall.com Account Executive Compensation plan

JUNE Account Executive Compensation Plan

- \$200 commission on sales 1-4
- \$300 commission on sales 5-8
- \$400 commission on sales 9-25
- \$400 commissions on all future accounts opened until June 20th, 2009

Standard Account Executives Compensation Plan

- \$200 commissions on first four accounts opened
- \$225 commissions on next four accounts opened
- \$250 commissions on next sixteen accounts opened
- \$275 commissions on all future accounts opened

$$\begin{aligned} \text{Account per day} \times \$275 &= \$1375 \text{ per week} \\ \$1375 \text{ per week} \times 52 \text{ weeks} &= \$71,500 \text{ per year} \end{aligned}$$

Upon reaching this milestone, Account Executive now qualifies for consideration of Senior Account Executive position and compensation plan.

Senior Account Executives Compensation Plan

- \$300 commissions on all accounts opened
- 3% of total team sales per month

$$\begin{aligned} &*\text{Senior Account Executives manages a team of 25 Account Executives.} \\ &25 \text{ Account Executives} \times 1 \text{ account per week} = 25 \text{ accounts/week} \\ &25 \text{ accounts/week} \times 4 \text{ weeks} = 100 \\ &100 \text{ accounts/month} \times 1,000 = \$100,000 \\ &\$100\text{k} \times 3\% = \$3,000 \text{ monthly bonus for Senior Account Executive} \end{aligned}$$

Senior Account Executives can also be selected to become State Vice Presidents having the potential to make a 5 figure monthly income.

State Vice President Compensation Plan (2 in each state)

- 5% of total team sales per month

$$\begin{aligned} &*\text{State Vice President manages 4 Senior Account Executives \& their 100 Account Executives (25 Account} \\ &\text{Executives per 1 Senior Account Executive)} \\ &100 \text{ Account Executives} \times 1 \text{ account per week} = 100 \text{ accounts /week} \\ &100 \text{ accounts/week} \times 4 \text{ weeks} = 400 \\ &400 \text{ accounts/month} \times 1,000 = \$400,000 \\ &\$400\text{k} \times 5\% = \$20,000 \text{ monthly bonus for State Vice President} \end{aligned}$$

Regional Vice President Compensation Plan (manages 5 states)

- 1.5% of total revenue from all Account Executives in 5 states

$$\begin{aligned} &*\text{Regional Vice President manages 10 state Vice Presidents (2 in each state) and their 1,000 Account} \\ &\text{Executives (200 in each state)} \\ &1000 \text{ Account Executives} \times 1 \text{ account per week} = 1000 \text{ accounts /week} \\ &1000 \text{ accounts/week} \times 4 \text{ weeks} = 4000 \\ &4000 \text{ accounts/month} \times 1,000 = \$4,000,000 \\ &\$4,000,000 * 1.5\% = \$60,000 \text{ monthly bonus for Regional Vice President} \end{aligned}$$

Additional Revenue Streams

- All Executives earn 10% commissions on all ecommerce website design accounts opened.
- All Executives earn 10% commissions every year on previous account renewals.
- Senior Account executives earn 5% commissions of teams previous accounts renewals.
- State Vice Presidents earn 5% commissions of states previous accounts renewals.

IMPORTANT INFORMATION: Commissions for quarterly and monthly sales are split evenly and paid to Account Executive evenly per month or per quarter.