Yo sales team

I am happy to pay you a bonus of us$500 under the following circumstances

1. For every sale, I personally want speak to the Client to close the deal, agree strategy. Please don’t try to agree a company or tax strategy with a client without my approval. You can discuss everything with the client and give your recommendation and advise fees, but then you must say “I recommend this strategy and this is my preliminary conclusion. However, it would be smart I get my managing director to confirm a decisive strategy for your Firm, because he is a global expert. Can I put you on hold while I transfer you to him or would you like to meet him”;

2. The bonus is paid at the end of the engagement after it is efficiently and timely completed with minimum inconvenience to the Client. Paid on the date the company kit is dispatched;

3. A bonus is paid for sales over us$10,000 if the above conditions are met;

4. A bonus is paid for a sale under us$10,000 if i) if the above conditions are met and ii) Aidan concludes the staff member did an amazing job on the engagement, efficiently and effectively and timely completing the engagement. For example, completing an emerging market engagement in a short time or opening a bank account in a short time in europe or oz;

***Conclusion***

I welcome your feedback. I recommend you discuss amongst yourselves and revert with specific points.

The goal is to have a set of clear, specific rules so there is no confusion and no disappointments.

Everyone wins when I pay a bonus. Everyone loses when I don’t pay a bonus.