

# 2009 Consumer Products Sales Compensation Survey



GEOGRAPHIC REPORT WITHING JOB  
 REPORT ID = Sample Report - Fictitious Data

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REPRESENTS: Employee Weighted Average

## 3020 SALES REPRESENTATIVE - INTERMEDIATE

| Geographic Area        | BASE COMPENSATION |          | SALES INCENTIVE |          | ACTUAL EARNINGS |          | BONUS & P.S. |         | TOTAL EARNED |          | Number of Companies | Relative Index |
|------------------------|-------------------|----------|-----------------|----------|-----------------|----------|--------------|---------|--------------|----------|---------------------|----------------|
|                        | CASES             | Wtd Avg  | CASES           | Wtd Avg  | CASES           | Wtd Avg  | CASES        | Wtd Avg | CASES        | Wtd Avg  |                     |                |
| AR Arkansas-Other      | 25                | \$39,676 | 22              | \$6,501  | 29              | \$46,697 | 4            | \$8,479 | 29           | \$47,867 | 5                   | 87.3 %         |
| AZ Phoenix Metro       | 68                | \$43,763 | 62              | \$3,491  | 76              | \$48,078 | 6            | \$8,024 | 76           | \$48,712 | 11                  | 88.8 %         |
| CA California-Other    | 118               | \$30,008 | 117             | \$32,190 | 130             | \$61,217 | 10           | \$5,708 | 130          | \$61,656 | 6                   | 112.4 %        |
| CA East Bay Metro      | 99                | \$36,933 | 99              | \$24,686 | 106             | \$61,528 | 5            | \$4,595 | 106          | \$61,744 | 9                   | 112.6 %        |
| CA Inland Empire       | 137               | \$31,932 | 136             | \$26,418 | 144             | \$57,874 | 7            | \$6,201 | 144          | \$58,175 | 6                   | 106.1 %        |
| CA Los Angeles Metro   | 461               | \$32,725 | 447             | \$22,930 | 492             | \$54,782 | 29           | \$5,907 | 492          | \$55,130 | 13                  | 100.5 %        |
| CA North Bay           | 105               | \$26,531 | 104             | \$43,723 | 115             | \$68,342 | 33           | \$2,130 | 115          | \$68,954 | 5                   | 125.7 %        |
| CA Orange County       | 164               | \$29,761 | 163             | \$29,749 | 177             | \$59,718 | 11           | \$7,248 | 177          | \$60,168 | 9                   | 109.7 %        |
| CA Sacramento Metro    | 163               | \$32,076 | 158             | \$37,929 | 176             | \$67,636 | 11           | \$6,141 | 176          | \$68,019 | 8                   | 124.0 %        |
| CA San Diego Metro     | 130               | \$30,714 | 126             | \$30,662 | 139             | \$59,907 | 8            | \$8,277 | 139          | \$60,383 | 9                   | 110.1 %        |
| CA Silicon Valley      | 86                | \$30,351 | 84              | \$35,548 | 94              | \$63,889 | 8            | \$5,923 | 94           | \$64,394 | 5                   | 117.4 %        |
| CO Denver/Boulder      | 153               | \$30,266 | 149             | \$20,667 | 159             | \$50,748 | 5            | \$7,635 | 159          | \$50,988 | 11                  | 93.0 %         |
| DC Washington DC Metro | 33                | \$40,517 | 25              | \$5,380  | 42              | \$47,030 | 8            | \$7,155 | 42           | \$48,393 | 9                   | 88.2 %         |
| FL Miami/Ft.Lauderdale | 56                | \$43,695 | 50              | \$8,272  | 66              | \$52,222 | 11           | \$6,882 | 66           | \$53,369 | 10                  | 97.3 %         |
| FL Northern Florida    | 38                | \$39,696 | 36              | \$8,906  | 49              | \$50,173 | 11           | \$7,834 | 49           | \$51,932 | 8                   | 94.7 %         |
| FL Orlando/Central     | 124               | \$39,784 | 109             | \$6,854  | 149             | \$48,027 | 25           | \$8,478 | 149          | \$49,450 | 11                  | 90.2 %         |
| GA Atlanta Metro       | 68                | \$44,381 | 33              | \$5,145  | 86              | \$49,403 | 18           | \$6,857 | 86           | \$50,839 | 11                  | 92.7 %         |

Empty Cell = No data or insufficient data for analysis.

\*Note: Calculations include data from all geographies, whether or not they include sufficient data to be displayed on this report.

Relative Index indicates the relationship of the Total Compensation to the National Average on this job.

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