



## Incentive Structure

For Cash rewards minimum Sales target is INR 7500

### ESPs

Sales (In Rupees)	Incentive
7500 < S < 15000	5% of Sales
15000 < S < 25000	7.5% of Sales
>25000	10% of Sales

### City lead

For Cash rewards minimum Sales target is INR 25000

Sales (In Rupees)	Incentive
25000 < S < 50000	4% of Sales
50000 < S < 75000	6% of Sales
>75000	8% of Sales

### Operations

For Cash rewards minimum Sales target is INR 50000

Sales (In Rupees)	Incentive
50000 < S < 75000	6% of Sales
>75000	8% of Sales