

Incentive Period: 1 May to 31 May, 2025

If Budget is Nil then it will be counted as 1 for calculation.

For All Territories of Tractor:

Designation	Eligibility Criteria	Per Unit Incentive
SO/ TMO/ MO/ Sr.MO /TM (Territory Officer)	Minimum 80% of budget Achievement	TK 1,000
	Minimum 100% of budget Achievement	TK 3,000
	Minimum 125% of budget Achievement and above	TK 4,000

Territory Level Special Incentive:

Eligibility Criteria	Special Additional Incentive
Temporary invoice must be done by Maximum 20 May 2025	Specific Unit Incentive for Particular Unit, will be multiplied by 1.25

*Per Unit Incentive amount will be determined based on regular Ach% category

Additional Incentives Per Unit: (SO/ TMO/ MO/ Sr.MO /TM -Territory Officer)

Tractor Sold with Rotavator	Tractor Sold with Canopy	New 47 Rx Supreme Sale	Tractor sales on Last One year zero sales upazilla	Additional Incentive Amount Per Unit of Exchange
TK 500	TK 500	TK. 5,000	TK 1000	TK 1000

Tractor sales with high down payment:

Designation	Eligibility Criteria	Additional Incentive on Particular Unit
SO/ TMO/ MO/ Sr.MO /TM (Territory Officer)	New Tractor Seles with Minimum 20% DP	TK 1,000
	New Tractor Seles with Minimum 30% DP	TK 1,500
	New Tractor Cash Sales	TK 5,000

Incentive for 1st Installment Collection:

Eligibility Criteria	Additional Incentive Amount Per File
1 st Installment Collection from MRO File, Sold in Previous Month	Tk. 1,000

Tractor Sonalika Smart Choice Incentive:

Designation	Incentives for minimum 100% budget achievement on unit	
SO/TMO/MO/SMO/TM (Territory Officer)	If Sales value is above the SOP Value	TK 6,000
	If Sales value is below the SOP Value	TK 4,500

Credit Note Penalty-

Particulars	Penalty Amount Per Unit Credit Note
Per Unit Wise Deduction after total incentive calculation in Territory level	TK. 1,500

Supervisor level Incentives:

Designation	Incentives against Supervised Territories
Area Responsibility	50% of cumulative incentive of supervised territories
Deputy Regional Responsibility	40% of cumulative incentive of supervised territories
Regional Responsibility	30% of cumulative incentive of supervised territories
Part Responsibility	15% of cumulative incentive of supervised territories

Special Incentive Multiplier: Only One Slab will be applicable

Territory Level:

Slab	Criteria	Incentive Multiplier
Slab A	<ul style="list-style-type: none"> Minimum 140% of New Tractor Unit Budget Achievement Resale Tractor Unit Budget + 1 Unit Achievement/ Minimum 1 Unit Resale (If budget is Nil) 	Territory level's Total individual achieved incentive amount will be multiplied by 1.25
Slab B	<ul style="list-style-type: none"> Minimum 160% of New Tractor Unit Budget Achievement Resale Tractor Unit Budget + 1 Unit Achievement/ Minimum 1 Unit Resale (If budget is Nil) 	Territory level's Total individual achieved incentive amount will be multiplied by 1.50
Slab C	<ul style="list-style-type: none"> Minimum 175% of New Tractor Unit Budget Achievement Resale Tractor Unit Budget + 1 Unit Achievement/ Minimum 1 Unit Resale (If budget is Nil) 	Territory level's Total individual achieved incentive amount will be multiplied by 2.00

Area, Sub Region, Region & Part Level:

Slab	Criteria	Incentive Multiplier
Slab A	<ul style="list-style-type: none"> Minimum 130% of New Tractor Unit Budget Achievement Resale Tractor Unit Budget + 1 Unit Achievement/ Minimum 1 Unit Resale (If budget is Nil) 	Area, Sub Region, Region & Part level's Total individual achieved incentive amount will be multiplied by 1.25
Slab B	<ul style="list-style-type: none"> Minimum 150% of New Tractor Unit Budget Achievement Resale Tractor Unit Budget + 1 Unit Achievement/ Minimum 1 Unit Resale (If budget is Nil) 	Area, Sub Region, Region & Part level's Total individual achieved incentive amount will be multiplied by 1.50
Slab C	<ul style="list-style-type: none"> Minimum 165% of New Tractor Unit Budget Achievement Resale Tractor Unit Budget + 1 Unit Achievement/ Minimum 1 Unit Resale (If budget is Nil) 	Area, Sub Region, Region & Part level's Total individual achieved incentive amount will be multiplied by 2.00