

An **Incentive tab** needs to be created on the **User Dashboard** that will calculate monthly performance and display it to each user (Sales Executive). This will help them understand where they are falling short and allow them to improve their performance to increase their chances of earning higher incentives.

#### Incentive Calculation Logic:

Below is the slab structure for incentive calculation, which is based on the **area sold (in sq. ft.)**:

Slab	Area Sold (sq. ft.)	Incentive Rate
Slab 1	Up to 2,999	1% of the Total Revenue
Slab 2	3,000 to 4,999	2% of the Total Revenue
Slab 3	5,000 to 6,999	3% of the Total Revenue
Slab 4	7,100 and above	4% of the Total Revenue

**Note:** The *Total Revenue* refers to the Final Revenue, calculated as:

**BSP (Base Sale Price) × Area Sold**

---

#### Example:

**Vikash Kumar** sold **4,999 sq. ft.** in the current month. Based on this, he qualifies for **Slab 2**.

If his total revenue is ₹1,00,00,000, his gross monthly incentive is:

**2% of ₹1,00,00,000 = ₹2,00,000**

However, **incentives are also dependent on payments received.**

---

#### Incentive Payout Condition:

1. The **Overall Target vs Achievement** figure must be positive on the dashboard.
2. The actual incentive paid is calculated based on the **percentage of payment received** against the revenue.

#### Example:

If **only 20%** of the payment has been received against the revenue of ₹1,00,00,000:

Then **20% of ₹2,00,000 = ₹40,000** will be considered as the incentive eligible for payment.

---

#### Incentive Payout Schedule:

Incentives are **paid quarterly**, based on the slab achieved and payment percentage milestones:

Quarter	Sales Period	Incentive Paid In
Q1	January – March	April
Q2	April – June	July
Q3	July – September	October
Q4	October – December	January

For example, if the **current month is May**, the incentive earned during this period will be **paid in July**.

---

#### **Milestone-Based Incentive Payout:**

The incentive is paid in parts based on the payment percentage received per customer/sale:

- 30% Payment Received → 30% of Incentive is paid
- 50% Payment Received → 50% of Incentive is paid
- 75% Payment Received → 75% of Incentive is paid
- 100% Payment Received → Full Incentive is paid

So, at the time of calculating incentives for **July**, the system will check all sales up to **June end** and evaluate which of them reached 30%, 50%, 75%, or 100% payment received milestones. Based on that, the appropriate incentive amount will be paid.

This process continues for every quarter, i.e., from **July to September**, all leads (new or old) hitting the payment milestones will be considered in the **October payout cycle**.