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 30%** of the payment has been received against the revenue of ₹1,00,00,000:  
Then **30% of ₹2,00,000 = ₹60,000** will be considered as the incentive eligible for payment.

**Incentive Payout Schedule:s**

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**.