



March 8, 2012

Sales Compensation Design – Developing Incentive Plans that Work

**Sponsored by: CBN-STL/World at Work
Sheraton Westport Plaza – one day only!**

- Learn to build Sales Compensation Plans with the right formulas to drive success!
- Learn to balance incentive plans with your pay programs!
- Learn to develop Sales Compensation Programs that motivate sales personnel to exceed your company's objectives!
- Identify best practices!

**Space is limited.
Register online through World at Work or call
Customer Relationship Services at 1-877-951-9191
Special pricing for CBN Members**

This is one course you won't want to miss!