

Team Head - Projection - Onboard - Monthly Wise (5 Wholesaler and Each Wholesaler with 5 Retailer - 5 x 5 = 25 Retailers)														
Duration	1st Month	2nd Month	3rd Month	4th Month	5th Month	6th Month	7th Month	8th Month	9th Month	10th Month	11th Month	12th Month	Total	
Retailer (5 x 5 = 25)	36	72	108	144	180	216	252	288	324	360	396	432	2,808	
Wholesaler - 5	180	360	540	720	900	1,080	1,260	1,440	1,620	1,800	1,980	2,160	14,040	
TEAM HEAD (1+5+25 = 31)	900	1,800	2,700	3,600	4,500	5,400	6,300	7,200	8,100	9,000	9,900	10,800	70,200	
Team Head - Projection - Package - Monthly Wise (5 Wholesaler and Each Wholesaler with 5 Retailer - 5 x 5 = 25 Retailers)														
Duration	1st Month	2nd Month	3rd Month	4th Month	5th Month	6th Month	7th Month	8th Month	9th Month	10th Month	11th Month	12th Month	Total	
Retailer (5 x 5 = 25)	18	36	54	72	90	108	126	144	162	180	198	216	1,404	
Wholesaler - 5	90	180	270	360	450	540	630	720	810	900	990	1,080	7,020	
TEAM HEAD (1+5+25 = 31)	450	900	1,350	1,800	2,250	2,700	3,150	3,600	4,050	4,500	4,950	5,400	35,100	
Target	100	200	400	500	500	500	500	500	500	500	500	500	5,200	
Team Head - Projection - Incentive From Package Sales Commission - (Package Sold By Team - Monthly Target) x Incentive Amount														
Duration	1st Month	2nd Month	3rd Month	4th Month	5th Month	6th Month	7th Month	8th Month	9th Month	10th Month	11th Month	12th Month	Total	
Incentive Amount	80	60	40	20	20	20	20	20	20	20	20	20		
Retailer (5 x 5 = 25)	1,440.00	2,160.00	2,160.00	1,440.00	1,800.00	2,160.00	2,520.00	2,880.00	3,240.00	3,600.00	3,960.00	4,320.00	31,680.00	
Wholesaler - 5	7,200.00	10,800.00	10,800.00	7,200.00	9,000.00	10,800.00	12,600.00	14,400.00	16,200.00	18,000.00	19,800.00	21,600.00	158,400.00	
TEAM HEAD (1+5+25 = 31)	28,000.00	42,000.00	11,000.00	26,000.00	35,000.00	44,000.00	53,000.00	62,000.00	71,000.00	80,000.00	89,000.00	98,000.00	639,000.00	
Salary	7,000.00	10,000.00	13,000.00	16,000.00	16,000.00	16,000.00	16,000.00	16,000.00	16,000.00	16,000.00	16,000.00	16,000.00	174,000.00	
Incentive + Salary - 1st Year													813,000.00	
Team Head - Projection - Second Year Onwards														
Package - Target - 500 per month	6,000	Package Projection			64,800	Revenue Projection			1,176,000	Salary		192,000.00	Total	1,368,000.00