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10

STARTLING FACTS ABOUT THE HIGH IMPACT OF SALES FORCE CHURN

And why

YOU NEED A SMARTER COMMISSION MANAGEMENT SOLUTION



35%

1. SEE YOU LATER

Sales teams have 35% higher turnover rates than other business units!

2. SEEKING GREENER PASTURES

SiriusDecisions: 89% of sales people leave jobs due to deficient compensation and incentive programs.⁵

89%

\$176B

3. MY POCKETS ARE ONLY SO DEEP

US firms spend \$176 Billion annually on incentive programs for sales.⁴

4. WALK A MILE IN MY SHOES

78% of sales personnel say management doesn't understand them.²

78%

16%

5. SERIOUSLY?

16% of salespeople believe that unrealistic quotas contribute to turnover in sales.²

6. YOU DON'T GET ME

59% of sellers said their leadership doesn't understand how to motivate them.²

59%

31%

7. WHERE'S MY BONUS?

31% of sales people cite a lack of bonuses as a driving factor in their desire to seek new employment²

8. MORE TURNOVER?

SiriusDecisions: 45% of B2B sales organizations have average turnover rates above 30 percent⁵

45%

89%

9. GIMME A BREAK

Gartner: 89% of sales people feel job burnout³

10. I'VE ALREADY INVESTED SO MUCH

The Harvard Business Review: U.S. firms spend \$15 billion a year training salespeople⁴

\$15B



A well-managed incentive program will help you retain your sales force

WITH INCENTVIZ YOU CAN END SALES FORCE CHURN



SALES MANAGERS APPRECIATE:

Strategically plan incentive programs
• Calculation logic • Real-time analysis
• Accuracy



YOUR ACCOUNTING TEAM APPRECIATES:

Streamline tedious commission calculations
• One-click calculations • Quick sync with the ERP
• Automated payroll reports



Channel Partner

IncentViz, our smart Commission Management Solution, helps you achieve sales goals without adding administrative burden.

singlesrc.com/incentviz

SOURCES: 1 LinkedIn: bit.ly/3rBABDI 2 Hubspot bit.ly/3XWYFN2 3 Gartner gtnr.it/44Nlogu 4 Incentive bit.ly/3NVw1Hr 5 Selling power bit.ly/3K5tsS5