

- INFOR CLOUDSUITE **INDUSTRIAL**
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STARTLING FACTS ABOUT THE HIGH IMPACT OF SALES FORCE CHURN

YOU NEED A SMARTER COMMISSION MANAGEMENT SOLUTION





And why

1. SEE YOU LATER Sales teams have 35% higher turnover rates than other business units!

2. SEEKING GREENER PASTURES

Incent/~

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





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 them²

78%

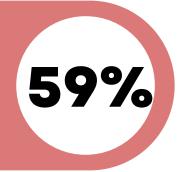


5. SERIOUSLY?

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





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?

89%

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



9. GIMME A BREAK

Gartner: 89% of sales people feel job burnout⁴



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





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/44NIcgu 4 Incentive bit.ly/3NVw1Hr 5 Selling power bit.ly/3K5tsS5