

2002 SALES & DESIGN CENTER COMPENSATION SURVEY

POSITION SUMMARY TABLE

Position Number:	1
Position Title:	Sales Manager
Breakdown:	All
# Cos:	11
# Incbs:	177

Compensation Data Results										
	Your Data	%ile Rank With Your Data Included	Results with your data factored out							
			10th Percentile	25th Percentile	Median	Your Co % to Market	Mean	Your Co % to Market	75th Percentile	90th Percentile
Base Salary (000)	N/A	N/A	44.8	61.5	73.9	N/A	73.1	N/A	85.7	99.6
Bonus (000)	N/A	N/A	5.1	17.0	45.0	N/A	65.1	N/A	92.8	170.8
SubTotal (000)	N/A	N/A	48.0	72.2	110.0	N/A	126.0	N/A	153.0	256.5
CommHousing (000)	N/A	N/A	13.4	34.4	64.1	N/A	76.4	N/A	96.5	127.2
Comm-Flooring (000)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Comm-Window Treatments (000)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Comm-Countertops & Cabinets (000)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Trips & Prizes (000)	N/A	N/A	2.5	2.5	2.5	N/A	2.5	N/A	2.5	2.5
Other (000)	N/A	N/A	29.0	32.3	42.7	N/A	62.6	N/A	101.7	117.0
Total (000)	N/A	N/A	76.8	101.0	129.6	N/A	147.7	N/A	172.7	263.8
2001 Revenue (Mill)	N/A	N/A	29.7	67.0	115.4	N/A	139.2	N/A	184.6	241.8
2000 Revenue (Mill)	N/A	N/A	30.9	63.4	114.4	N/A	131.5	N/A	147.8	193.7
1999 Revenue (Mill)	N/A	N/A	37.0	61.7	87.6	N/A	118.2	N/A	134.3	243.7
2001 Residential Units Sold	N/A	N/A	161.9	277.5	548.5	N/A	661.3	N/A	866.8	1,291.3

Position Description	COPYRIGHT © The Analytical Consulting Companies, Inc.
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SALES MANAGER: Responsible for direct staffing and training. Has direct responsibility over sales activity and sales volume. Provides input in plans for marketing and advertising. Prepares periodic sales reports. Reports to business unit Sales Head or Business Head.