



# Business Development Incentives for Business Development

## Employee Incentives

### Impact of Incentives on the Workforce

Having competitive reward programs produced a 27% gain in employee performance.

Reward programs have been found to increase corporate revenue by 9.6%

92% of employees are more likely to repeat a specific action after receiving recognition for it.

## Encouraging Collaboration Through Incentives



Commission Qualification

Shared Deal Accelerations

## The Place of Incentives



Deal Completed

Terms Signed

Number of Interviews

Jobs Pulled

## Promotion Plan Integration

1

Number of Vacancies

3

New Clients

2

Total Deal Value

4

Deals Per Client