

SKIN REPS · TRACKER

# Staff Bonus Tracker

Track every plan sold, every bonus earned, every cross-provider acknowledgment. Pay monthly.

## The Bonus Structure

TIER	PLAN PRICE RANGE	BONUS PER PLAN
Tier 1	\$2,500 — \$3,500	\$50
Tier 2	\$4,500 — \$6,500	\$150
Tier 3	\$8,000+	\$300
Cross-Provider Acknowledgment	Plan includes another provider's services	+\$25

## Monthly Tracker

DATE	CLIENT	PROVIDER	TIER	PLAN \$	BONUS	+\$25
			<b>MONTH TOTAL</b>	\$	\$	\$

## Rollout Schedule

### Week 1 — Team Meeting

- Walk through bonus structure and the math
- Show specific examples of monthly income changes

### Week 2 — Training

- Provide each provider with the consultation script
- Practice presentations as a team

### Week 3 — Soft Launch

- Providers start using the system; bonuses not tracked yet

### Week 4 — Live

- Bonuses go live
- First payout at month end creates instant momentum