

**For recruiters earning a base salary of \$2,500 per month (Not a draw).**

Commission structure for 20-- (it will be effective for all placements closed starting Dec 1, 20--5 and pro-rated for new recruiters coming in during the year).

1. Commission is 10% per placement, unless as specified below.
2. Commission is 12.5% for manager placements or staff nurse placements that are more that \$14,000 in fees. (This is the cut off - not flexible on \$13,999)
3. For any job order you bring in, with through a facility you have married off to, to a facility that calls in that gives you a job order and you get a signed Fee Schedule, you will receive \$50 per placement for every placement we make at that facility while you are employed at ABC RECRUITING COMPANY.

2006 December bonus

Bonus on December 15th based on the volume of placement fees you bill from 12/1-20-- - 11/30, 20-- \*  
FYI:

\$150,000 per year = \$12,500 average fees per month = approx 1 to 1.5 placements per month

\$240,000 per year = \$20,000 average fees per month = approx 2 placements per month

\$360,000 per year = \$30,000 average fees per month = approx 3 placements per year (and if you do this for 3 years in a row, you will qualify for Pinnacle)

\$500,000 per year = \$41,500 average fees per month = approx 4 - 5 placements per month

Challenge:

Bonus will be as follows:

\$150,000 - \$239,999 = \$ 500 bonus

\$240,000 - \$299,999 = \$ 1,000 bonus

\$300,000 - \$359,999 = \$ 1,500 bonus

\$360,000 - \$499,999 = \$ 3,000 bonus

\$500,000 - \$750,000 = \$ 5,000 bonus

\$751,000 + = \$ 6,000 bonus

If you bill fees of \$1 million dollars in sales, you will receive a \$10,000 bonus, (plus of course your MINIMUM of \$100,000 in commissions and you base salary of \$30,000)

\*Totals for placements/ fees are calculated as follows: Placements - Falloffs = number of real placements/ billings